

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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## SWENSON EVAPORATORS-

*The Recognized Standard  
for Animal By-Product Liquors*

Swenson Evaporator Company

(Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on

problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

Established 1857

## Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.

Manufacturers of the  
Famous Brand "PURITY" Lard.

Goods for Export and Home  
Trade in any Desired Package.

Export Office  
344 Produce Exchange

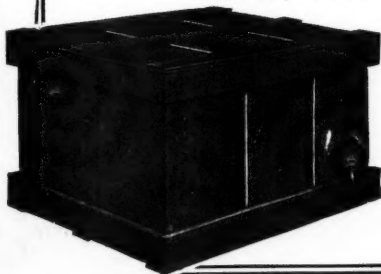
NEW YORK

Main Office  
527 West 36th Street

PACKING HOUSES:  
534 to 540 W. 37th St. 539 to 543 W. 39th St.  
547 to 549 W. 35th St.

## THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling  
Save in Nails Save in First Costs

Send us your specifications now and  
we will prove to you how to save from  
25 to 40% in traffic charges.

NATIONAL BOX CO.

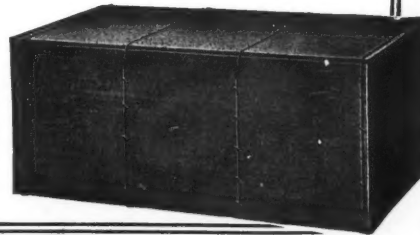
General Offices:

38th and Racine Ave.

Chicago, Ill.

Plants:  
Chicago, Illinois  
Natchez, Mississippi

Eastern Offices:  
712 Liberty Bldg.  
Philadelphia, Pa.



## "NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY  
Established 1840

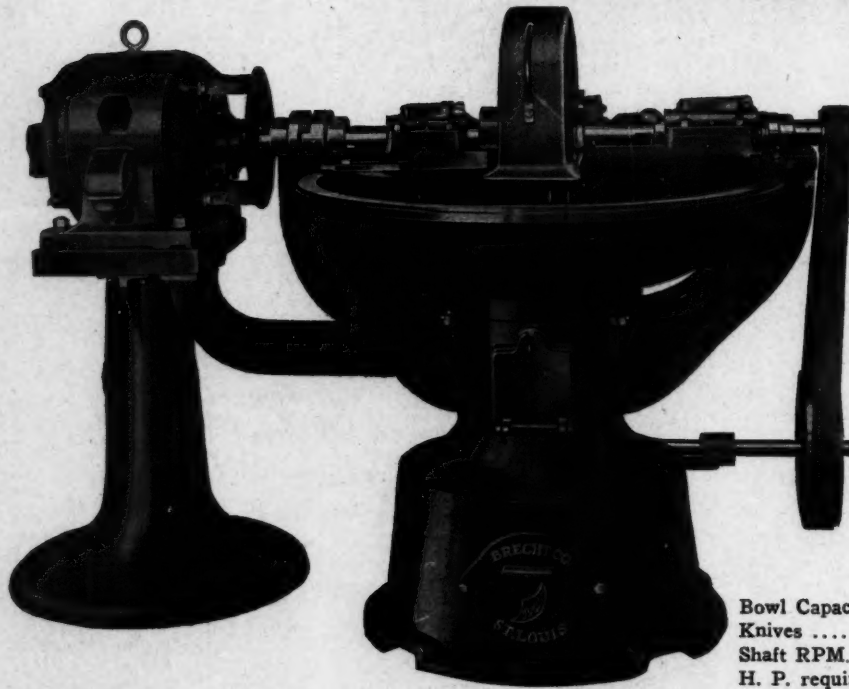
BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

Easy Marks?—Can a Salesman Be Too Nice to Customers?

See  
p. 29

## The Brecht Silent Cutter *with* Direct Connected Motor



The illustration shows the Brecht Silent Sausage Meat Cutter direct connected to electric motor by means of flexible coupling. Most of the mechanism is under cover, but all parts are easily accessible.

When inquiring, please state your electric current characteristics as motor prices differ according to electric current used.

These cutters are also made for Belt Drive with tight and loose pulley sets at end of horizontal main driving shaft. Brecht silent cutters are made in four sizes: 27, 32, 38 and 43 inch inside bowl diameter, with specifications as follows:

	27 in.	32 in.	38 in.	43 in.
Bowl Capacity .....	50 lbs.	100 lbs.	200 lbs.	250 lbs.
Knives .....	3	4	5	6
Shaft RPM.....	1800	1800	1200	1200
H. P. required.....	5	7½	15	25

# Modern Equipment

**I**N hundreds of sausage making plants the Brecht Silent Cutter has proved itself to be just what we claim for this machine—an up-to-date, scientifically built, efficient, reliable piece of mechanism.

Often the blame for unsatisfactory profits can be traced to one piece of equipment that is not giving profitable service. If, for any reason, the present cutter you are using is not as efficient as you believe it ought to be, we

urge you to investigate how the Brecht Silent Cutter can add to the success of your plant.

With 72 years experience in a chosen field the House of Brecht has been supplying honest, efficient equipment for sausage makers.

Without obligation on your part you can get full information about the Brecht Line of Sausage Making Machinery by writing to us.

### Branch Offices:

New York  
Philadelphia  
Chicago

Waco, Texas  
Portland, Oreg.  
San Francisco

### Foreign Branches:

Buenos Aires  
Liverpool

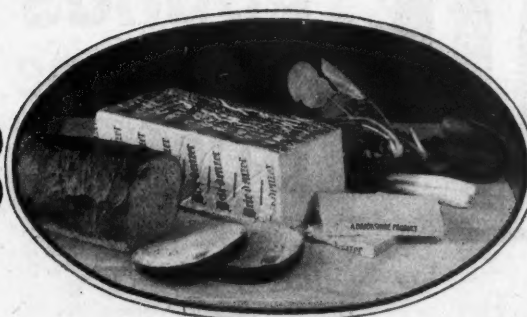
Hamburg

### THE BRECHT COMPANY

*Established 1853*

Cass Avenue St. Louis, Missouri

*"We keep faith with those we serve"*



## How Much Thinking Would You Be Willing To Do for \$1000 ? Here's a Wonderful Chance To Win \$1000 for a New Name!

### To Guide You in Your Selection of Names

THE judges, who are officials of the Brookshire Cheese Company will be governed by the following considerations in making the \$1000 award for the best name submitted:

- 1 The name, which will replace the word "Brookshire" should consist of one word only, as short as possible, and should be easily pronounced, easily spelled and easily remembered.
- 2 The name must be new, and radically different from any other trade mark used upon food products or other nationally known commodity.
- 3 In order that it may be registered as a trade mark, it must not consist of a geographical or proper name.
- 4 The name should suggest the goodness and desirability of the product, but cannot be a descriptive word. The mere misspelling of a descriptive term does not make it eligible for registry. For example, the name "Kant Leek" was refused registration as a trade mark for a hot water bag, but "Uneeda" is O. K. because it suggests desirability without being descriptive.
- 5 Use the coupon for your first name suggestion, filling out the blanks fully, and on a separate sheet enter as many additional names as you care to submit. Be sure to write name and address plainly on each sheet submitted.

### ----- COUPON -----

Brookshire Cheese Co., Gentlemen: The following is my suggestion for a name to take the place of "Brookshire" which I wish to enter in your \$1000 name contest. Additional names are entered on the sheet attached.

.....  
Contestant's Name.....

Address.....

Firm Name.....

Does your Firm now handle Brookshire?.....



## to take the place of Brookshire Loaf Cheese

### Why We Want a New Name—

The incomparable quality of our product leads us to feel that we should have an equally outstanding trade mark which will be so forceful and so different that it will carry a strong appeal to the consuming public and to the trade. We want a trade mark befitting a leader—one in a million.

### Those Who May Compete—

Any member or employee of an organization engaged in the handling or sale of food products, wholesale or retail, is eligible to enter this competition. Members or employees of the Brookshire Cheese Company, or its branches, are excluded. You may enter as many names as you choose.

### Awards; Date of Awards, Etc.—

In addition to the \$1000 cash award for the winning name, a 5-pound loaf of Brookshire American Cheese will be sent to each of 50 contestants whose suggestions are considered next in order of merit. In case of a tie, each tying contestant will receive the full amount of the prize tied for. The contest will close February 15th, and all entries, to be considered, must be in the mail before midnight of that date. Prize winners will be announced in the April issue of this publication.

Read carefully the instructions in the left-hand panel, then work out your name suggestions and send them in. The delivery boy has just as good a chance to win as the president of his concern. Somebody is going to win this thousand dollars! Why not you?

## The Brookshire Cheese Co.

### Plymouth ~ ~ ~ Wisconsin

• 6 Harrison St., New York City •

FOR FURTHER INFORMATION ABOUT PRODUCTS OR CONTEST, WRITE FOR CONTEST FOLDER



# 9000

# pounds of meat cut in one hour with a Buffalo Grinder



THE Zion National Kosher Sausage Factory, Bronx, N. Y., tells us that in a recent test, beef in large chunks was put directly through the fine plate of a Buffalo Grinder No. 66-B at a rate of 9,000 pounds per hour.

BUFFALO Grinder No. 66-B is equipped with ball and roller bearings throughout—no babbitt metal bearings. Cylinder feed screw and ring are exceptionally heavy and made of steel. The grinder is equipped with a patented device which prevents any meat or juices from working out of the cylinder into the thrust bearing. It is guaranteed not to heat. It is equipped with silent chain drive—less noisy and much more efficient.

BUFFALO grinders, mixers, stuffers and silent cutters are used by packers and sausage makers large and small in all parts of the world—list of users furnished on request.

*Write for prices and full information*

**JOHN E. SMITH'S SONS COMPANY**  
Buffalo, N. Y.

Why not investigate the cost of installing

## Airoblast ?

This Smoking and Ventilating System will do your smoking at Less Cost and with better Results than any other method. The only system with Positive Circulation of smoke.

Hundreds of satisfied users!

*Write for Information*

## B. F. NELL & COMPANY

620 West Pershing Road

Chicago, Ill.



## New Improved "BOSS" Grinder with Motor— (Patent applied for)



Insert shows encased motor with pinion and silent chain.

### No. 6.

Equipped with Double Thrust Roller Bearings, Improved Cylinder, Feed Screw, Ring, etc.

THE HEAVY FRAME of this new "BOSS" completely encases the Motor and the Adjustable Motor Stand for protection of the Motor and Silent Chain.

Motor and machinery being below, are also best located for substantial support.

Hinged Doors are on both sides of Frame with air circulators for convenient oiling and adjusting of machinery.

## NEW "BOSS" MIXER—Dumps both ways. (Patent pending)

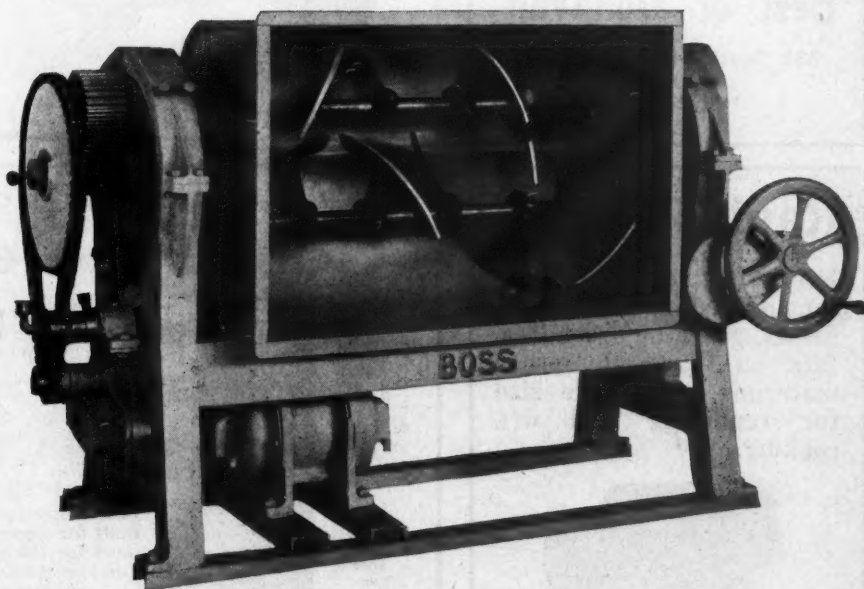
Motor is below  
It drives Mixer with  
Noiseless Roller  
Chain

This New "BOSS" is an improvement over the 2 shaft Mixers, originated by us.

It dumps both ways which is more practical and convenient.

Being operated direct by noiseless roller chain, no pinion and gears are used.

The "BOSS"  
Leads Them All.



Above 2 new Machines, a "BOSS" Cutter with Unloader, also "BOSS" Stuffers, furnished The United Kosher Sausage Co., 37th and Iron Streets, Chicago, Ill.

## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

## One of the Largest Packers in the World

Has bought 12 large Hottmann Combination Meat Cutters and Mixers within the past 12 months; and more orders on the way. This is a clear case of the survival of the fittest, and the result of years of comparative tests along with every known make of meat cutting machine.

*Our expert is at your service. Write and ask for him.*

**THE HOTTMANN MACHINE CO.**

**3323-3343 Allen St., Philadelphia**

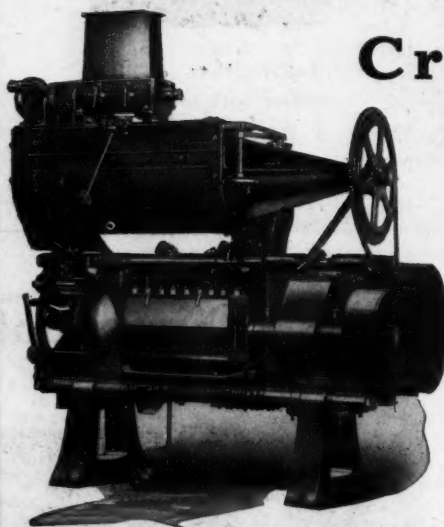
Write us for information  
and prices on

H. & H. Electric Ham Marking Saw  
H. & H. Electric Pork Scribing Saw  
H. & H. Electric Beef Scribing Saw  
H. & H. Electric Fat Back Splitter  
Calvert Bacon Skinner  
United Improved Sausage Molds  
Monel Metal Meat Loaf Pans  
Adelmann Ham Boiler  
Jelly Tongue Pan  
Maple Skewers  
Knitted Bags

**Best & Donovan**

332 South Michigan Blvd.  
Chicago, Ill.

## More Profits from Cracklings



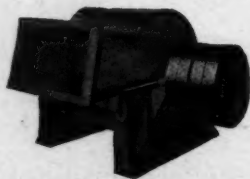
Cracklings made in the Anderson Crackling Expeller contain a higher percentage of protein and lower percentage of grease and are therefore in constant demand by manufacturers of poultry food. Low grease cracklings demand a higher price and at the same time there is an added profit in the increased yield of grease.

*Write for complete information*

**The V. D. Anderson Co.**  
Cleveland, Ohio

## Rapid Crusher

For crushing and shredding or hashing animal carcasses, green or dry bones, fats, offal and any other materials to suitable size for rendering and dry cooking.



Manufactured by the

**Waste Saving Machine Co.**

Branch of the O. & W. Saving Machine Co.  
1500 Real Estate Trust Building  
PHILADELPHIA, PA.

Efficiency, Economy, Durability is Guaranteed when You Install a

## Gem Flueless Boiler



Patent  
Applied  
For

No Flues or Tubes To Clean and Repair  
Raises Steam Quicker and at a Lower Cost  
What does this mean to you?

"Best boiler used in 30 years."  
"Saving \$1.20 a day with our Gem."  
"Saving \$100.00 a year on flue repairs."  
"We are operating our 10 H.P. Gem for less than our 5 H.P. flue boiler."

### OTHER IMPORTANT FEATURES

Best Boiler for Hard Water  
Built for Dependable Service  
Good for 100 lb. Pressure  
Complies with A. S. M. E. Code

**EVERY GEM IS FULLY GUARANTEED**  
Stop Throwing Your Money Away on Repair Bills  
Your First Cost Is Your Last Cost with a Gem  
Flueless Boiler

*Send for Descriptive Bulletin 125*

**THE GEM CITY BOILER CO.**

Dayton

Established 1895

Ohio

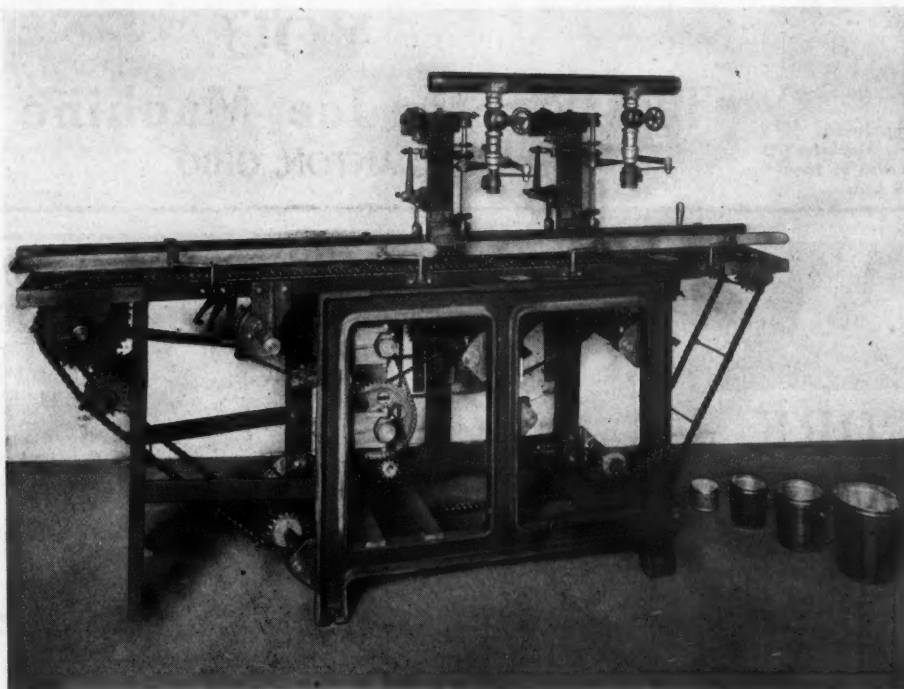
Order a binder for your 1926 copies of THE NATIONAL PROVISIONER now.

# The "Deft" Lard Filling Machine

Patents Applied For

*Fills by  
actual weights,  
the first  
scale giving  
Gross Weight.*

*Second  
scale check-  
weighing each  
container  
automatically.*



*Range  
of filling  
1 lb. to 10 lb.  
tins, and 1 lb.  
cartons.*

*Floor space  
86" x 25"*

*Conveyor  
Height, 32 1/4"*

*Lard Line  
Height 54"*

## The Most Accurate Weighing Machine Ever Produced

The only machine ever made which will fill all size containers by actual weight and thereafter automatically check weighing each and every container before delivering same to crimping machines or packing table. This equipment is not affected by *line pressure, temperature change of lard, air content, or change of volume of lard due to beating in agitators.*

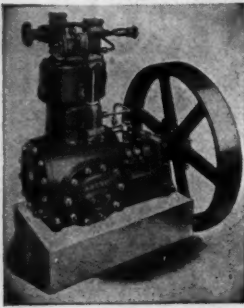
Requires but one operator. Automatic conveyor and filling units only operating when containers are in proper place. Stops automatically if operator leaves machine or runs short of containers.

# THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

Chicago, Illinois





The Arctic Junior  
Refrigerating Machine  
Built in capacities of from  
1 to 25 tons

**THE ARCTIC JUNIOR**  
has proven its superior qualities  
to others. Let it prove itself to  
**YOU**  
**The Arctic Ice Machine Co.**  
CANTON, OHIO

**CORK  
INSULATION**

There is a good reason why experienced engineers, architects, and owners have been favoring us with their business and why they specify "Crescent" (100% pure) Corkboard.

Write for complete information.

**United Cork Companies**  
Plant at LYNHURST, N. J.

**BRANCH OFFICES**

New York, N. Y.	Pittsburgh, Pa.
Philadelphia, Pa.	Chicago, Ill.
Cleveland, Ohio	Boston, Mass.
	St. Louis, Mo.
	Baltimore, Md.

**AGENTS**

Seattle, Wash.	Milwaukee, Wis.
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*The meat chopper that does more and  
better work and lasts a lifetime*



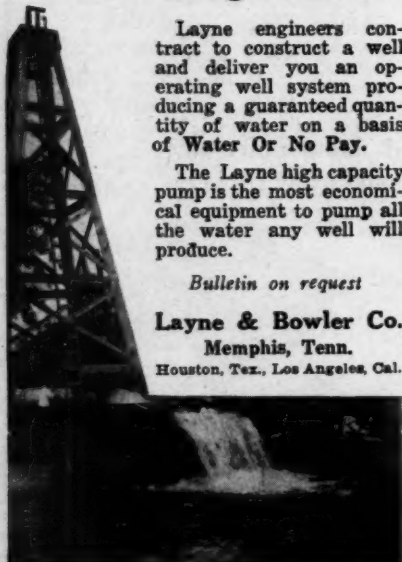
The New No. 7E-Type-K Cleveland KLEEN-KUT Meat Chopper will truly chop twice as much meat as the average chopper. And too, its great power and ability to cut large pieces through a 3/4-in. hole plate is further evidence of the advantages obtained in its installation.

There are no bearing troubles possible with this machine, as the large roller bearing is in the rear, far away from the harmful meat juices and particles.

A Profit Maker and a Profit Saver is this quiet running chopper equipped with the famous Cleveland KLEEN-KUT flat sided plates.

**The Cleveland  
Kleen-Kut  
Manufacturing Co.**  
Cleveland, Ohio

**A Guaranteed Water Supply  
for Packing Plants**



Layne engineers contract to construct a well and deliver you an operating well system producing a guaranteed quantity of water on a basis of Water Or No Pay.

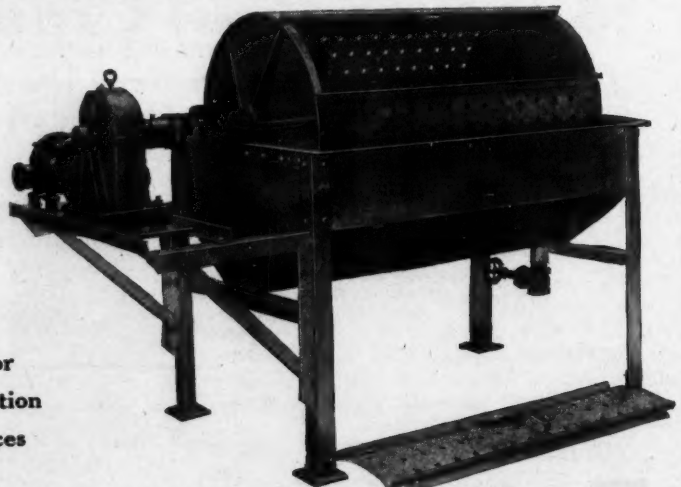
The Layne high capacity pump is the most economical equipment to pump all the water any well will produce.

*Bulletin on request*

**Layne & Bowler Co.**  
Memphis, Tenn.  
Houston, Tex., Los Angeles, Cal.

**Smoke Stick Washing Machine No. 305**

**Saves  
Labor  
and  
Fuel**

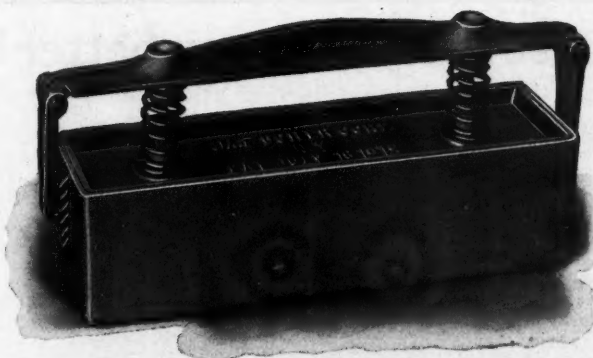


**Write for  
Information  
and Prices**

**The Globe Company** *Manufacturers of Packing  
House Equipment*  
822-26 W. 36th Street, Chicago

Prepare now to bind your 1926 copies of THE NATIONAL PROVISIONER. Order a binder now.

# Large Profits in Fine Butchery



The American people are fast losing their old suspicion and prejudice towards the products of fine butchery. Many packers are learning that this

department is becoming one of the most profitable.

A nutritious meat or tongue loaf produced in our D-1 Boiler will have a ready sale among restaurants, lunch counters, delicatessens and local butchers. It has a square cut to fit sandwich bread.

Be the first in your locality to produce this big seller.

## Ham Boiler Corporation

1762 Westchester Ave.

New York

Factory, Port Chester, N. Y.

*European Representatives: The Brecht Co., 6 Stanley Street, Liverpool, and 12 Bow Lane, London.*

*Canadian Representatives: Goold, Shapley & Muir Co., Ltd., Brantford, Ontario.*

## Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 1/4", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

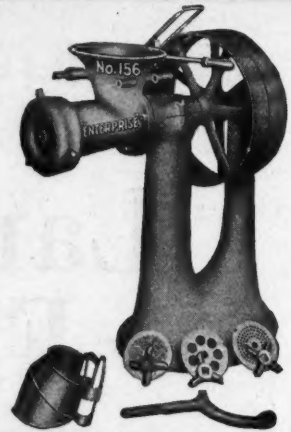
Distance from ring to floor is 26 1/2 in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.

**THE ENTERPRISE MFG. CO., OF PA.,**  
**Philadelphia, U. S. A.**

No. 3



*We specialize in the  
manufacture of the*

## "Red-Hot" Electric Meat Branders

*They are superior*

**Geo. J. Schneider  
Mfg. Co.**

2553 Hillger Ave.

**Detroit, Mich.**

## These features mean better Hams

*Investigate them*



Patented June 2, 1925

*Makes perfect straight Hams and Meat Loaves*

**A. Rispel & Company**

Manufacturers of many types and sizes of Ham Retainers  
1617 No. Winchester Ave. Chicago, Ill.

## The UNITED STATES CAN Co. CINCINNATI



Manufacturers of  
Lithographed Lard  
Pails, Cans and Sheet  
Iron Lard Drums

Our customers are  
our best advertise-  
ment

We originate and  
design labels that will  
sell your goods

*Write us for complete information*

Watch the "wanted" page every week.

If you are looking for help, refer to the Classified Advertising pages.



# The Specialty Manufacturers' Sales Co.

General Jobbers of all kinds of

## Packing House Machinery

Factory Representatives for

O. K. Shear, Kut Angle Hole Plates and Knives

A. Rispel Arco Cast Aluminum Ham Retainers

C. D. Fat Rendering Machines

*We specialize in testing new inventions for their usefulness to the meat industry. And if found useful, we introduce them to the trade*

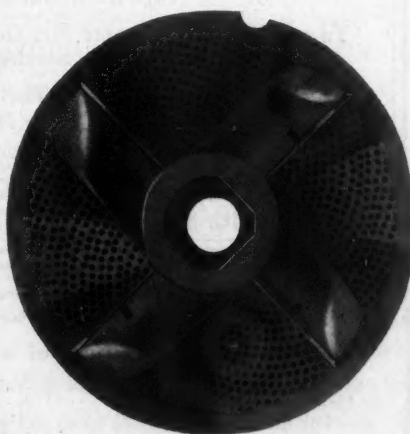
WRITE FOR FREE INFORMATION

### The O. K. Shear, Kut Angle Hole Plates and Knives

These plates and knives will reduce your cutting expense more than 33 1/3% and make a better product. The binding qualities of the meat are not destroyed through excessive friction.

The plates are reversible, meaning two plates in one, because both sides can be used. (Two plates for the cost of one.) The holes in the plate are at an angle, reducing friction.

The knives are set in the holder at an angle which allows only the cutting edge to touch



the plate, reducing friction and power.

The knives are held in a slot and can be changed in a minute, giving a new knife for immediate use. They are made of tool steel properly tempered and drawn and will hold their cutting edge twice as long as any other knife. The holder is strong and durable, practically everlasting, always remains the same thickness and does away with feed screw troubles. The O. K. knives and plates fit all makes of grinders. Give us the number and make of your grinder.

#### Guarantee

The O. K. plates and knives are fully guaranteed and if not satisfactory after 10 days' trial your money will be refunded.

Send for Price List and Folder

#### Attention Packers

If you are using large grinders such as 166 Enterprise, 7E Cleveland, 66B Buffalo, Sander or any other make of large grinders you will find in the new Superior No. 6 O. K. Plates and Knives a great improvement. They have one inch larger cutting surface. The plates have more holes; the holes are on an angle, which gives the meat an easier passage through the holes. One-third less power is needed. The meat is cut, not crushed or smeared through. The meat thus has better binding and keeping qualities and not heated or shortened. Various tests have been made in large sausage kitchens all over the country where 8,000 pounds of chucks were cut through the 1/8-inch hole plate per hour, first cutting, at lower cutting cost and with only one handling.

Send for Trial Order

Represented by Chas. W. Dieckmann

Main Office

Chicago, Ill.

2021 Grace St.

**REX BRAND**  
*The King of Nitrates*

**Double Refined Nitrate of Soda**  
**Prompt Shipment**

**STAUFFER CHEMICAL CO.      SAN FRANCISCO SALT REFINERY**  
 CHAUNCEY, NEW YORK      SAN FRANCISCO, CALIFORNIA  
 CHICAGO OFFICE: 111 W. WASHINGTON ST.

Complies with  
B. A. I. Requirements      Write for Prices  
Immediate Deliveries


**HY-GLOSS**  
 MARGARINE CARTONS

**Protect the  
Product**


HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

**NATIONAL  
Carton Company**  
 JOLIET, ILL.

**The Stockinet Smoking Process**  
U. S. Letters Patent No. 1,152,715.



**Saves  
Labor  
Trimming  
Shrinkage**



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,  
 SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance  
 of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are  
*Why Not You?*

For Further Particulars Write or Phone  
**Thomas F. Keeley, Licensor**  
 516 East 28th Street, Chicago, Ill.      Telephone Calumet 0349

**Sausage**

colors must be  
 bought with care  
 as not one in ten  
 colors (certified)  
 are entirely  
 soluble.

**T. E. HANLEY & CO.**  
 U. S. Yards, Chicago

Distributors of  
 Certified colors  
 prepared exclusively  
 for Sausage Makers

**BORIC ACID**

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

**PACIFIC COAST BORAX COMPANY**

Chicago      100 William St.  
 NEW YORK      Wilmington, Calif.

**Thomson & Taylor Company**  
 Recleaned Whole and Ground  
**Spices for Meat Packers**  
 CHICAGO, ILLINOIS

**PATERSON PARCHMENT PAPER CO.**  
 PASSAIC, NEW JERSEY





# Sausage Meat

*when sold  
in this  
package*

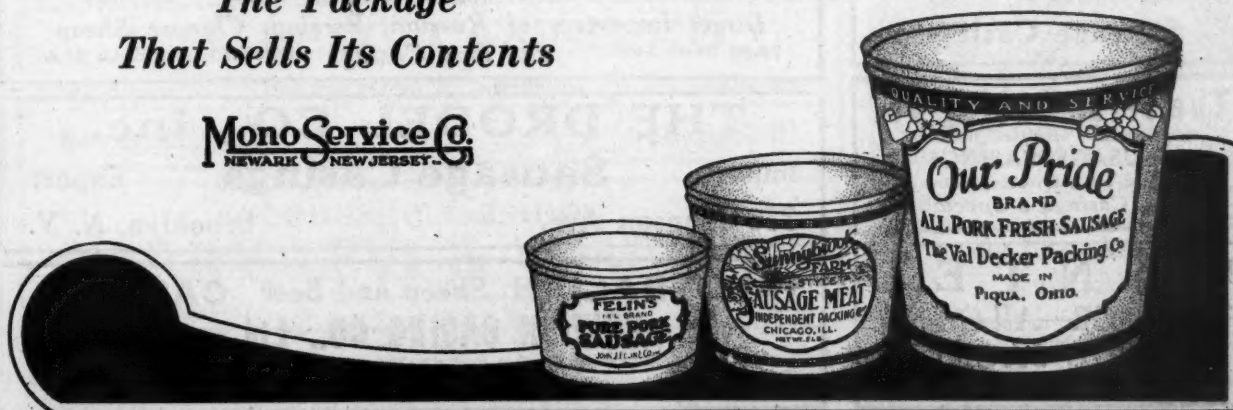
is delivered to the customer clean, delivered in a better condition than if sold in bulk. This package safely protects and keeps the contents fresh. Better made sausage meat, the kind people call for repeatedly, is always packed in the Kleen Kup. It is the package that will distinguish your product from the ordinary. It is the one package that will add prestige to your name, that will obtain new prominence for your product. No other package has successfully served as

many leading packers, in as large quantities, for so long a period as the Kleen Kup. It is used by those who know and appreciate the true money making values of a merchandising package—a package that proves a powerful selling and advertising force—one that builds greater sales volume. Made of snow-white woodfiber. Your own label in one or more colors printed directly on the package and lid. If you are seeking increased sales, added profits use this package. Request samples and packaged sausage meat information.

## KLEEN KUP

*The Package  
That Sells Its Contents*

**Mono Service Co.**  
NEWARK NEW JERSEY





**MANUFACTURERS**Poultry Feeds  
Tallow and Oils**BUYERS OF**Beef Cracking  
Calf Skins**CONSOLIDATED BY-PRODUCT CO.**

West Philadelphia Stock Yards

30th and Race Streets

Philadelphia, Pa.

**MANUFACTURERS**Beef, Sheep and Hog Casings  
all Descriptions

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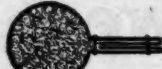
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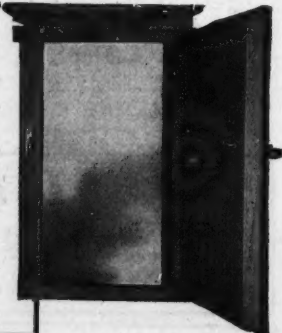
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The Grand Rapids Refrigerator Co., the largest Refrigerator Works  
in the world,

Is building "the last word" in refrigerator factories at Grand Rapids,  
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The Public Service Corp. of N. J., the greatest Public Utility concern  
in the world,

Is building "the last word" in gas plants at Newark, N. J.

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The Backus-Brookes Co. of Minneapolis, one of the largest lumber and paper  
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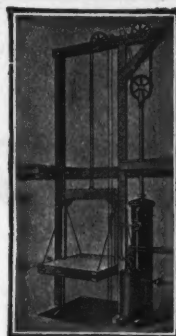
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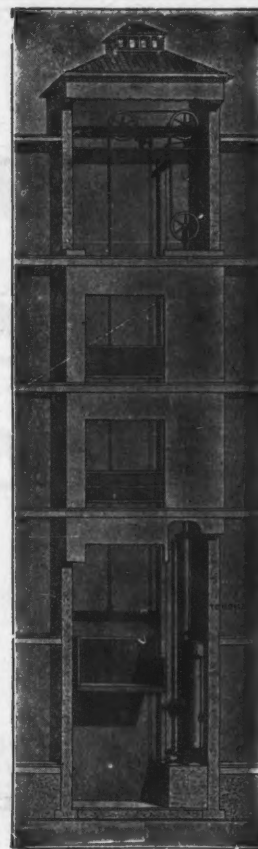
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**T**ROUBLE is a sieve through which we sift our acquaintances; those who  
are too big to pass through are our friends.

The Good Book says that man is born to trouble as the sparks fly upward, but  
my experience is that many of our troubles we might avoid just by the use of a  
little foresight—a little careful thinking.

You do not care very much for the man who is always handing you advice and  
neither do I, but a little suggestion now and then is helpful to the best of men,  
and so I say to you candidly and I can furnish the proof that Kalamazoo Pure  
Vegetable Parchment Paper has enabled a lot of folks to avoid very serious  
trouble.

I would like mighty well to furnish you with the proof and if you will write  
me I will appreciate it.

Yours truly,

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of the

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Chicago and New York, November 28, 1925

No. 22

## Income Tax Refund for Meat Men

**Chance to Get Back Money Paid on  
Excess Profits Taxes in War Years  
— Claims Should Be Filed in Time**

Did you pay excess profits taxes in 1917, 1918, 1919, 1920 or 1921?

**If you did, there is a big chance that you can now get a good deal of your money back!**

A recent decision of the United States Board of Tax Appeals has held that it was illegal to force companies or corporations to reduce their invested capital in these years by a proportion of income taxes paid during the year.

For instance, if your capital and surplus amounted to \$50,000 you may have been permitted to earn 8 per cent on this, or \$4,000. Instead, suppose you earned \$20,000 on this invested capital, and you were required to pay an excess profits tax on all earnings above \$4,000, and were not permitted to put this back into invested capital.

### High Tax Discouraged Business.

In some cases excess profits taxes were collected up to 80 per cent of the earnings permitted over and above a given amount; in other cases the amount was 65 per cent, and so on.

In fact, in many instances this tax was so high that business was discouraged in its efforts, because the government came along and took most of the returns.

Some packers are capitalized heavily, and in these cases they escaped large excess profits taxes.

On the other hand, there were many packers who were operating on a relatively small capitalization, carrying on a good business. These were the cases where large returns had to be made to the government in excess profits taxes.

**Now, the important thing is for every packer to find out at once regarding the excess profits taxes he paid in the years in question, and file his claim without delay.**

It is this filing of the claim that will protect him. Otherwise, the period during which his claim against the government can be legally made may expire, and he will have no redress.

The following article by a tax expert explains this new situation which has arisen in the matter of excess profits taxes. Mr. Swindell estimates that \$100,000,000 or more will be returned to taxpayers by the government in refunds.

*Don't fail to get your share of whatever is coming to the meat industry. This applies to retailers as well as packers.*

## Getting Back Your Income Tax Money

By W. B. Swindell, Jr.\*

Refunds of taxes will probably be received by hundreds in the packing business as result of a very recent decision of

### File Your Claim!

If you could get a refund on your income taxes of 1917 to 1921, wouldn't it be worth while?

Read this article on a recent decision affecting excess profits taxes paid in the war years.

If you paid such taxes, get busy and file your claim right away.

**Delay may cost you money. A filed claim is your protection.**

One firm was slow getting its figures together, paying no attention to the urgent insistence of the accounting company that time was money. When the claim was filed it was one day late, and the right to a refund of \$2,000 was lost!

If you are in doubt, send your inquiries to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

the United States Board of Tax Appeals. Even the years 1917, 1918, and 1919—when the taxes were heaviest—are open in a great many cases.

The Assistant Commissioner of Internal Revenue estimates possible refunds of some \$70,000,000. Others outside the Government place the amount at \$250,000,000. A more probable amount would run nearer \$100,000,000.

By way of explaining the Board's decision, let us say that the tax "regulations"—which are the tax administration's interpretations of the revenue laws—required packers and others who paid excess profits taxes in 1917, 1918, 1919, 1920 and 1921 to reduce their invested capital in each of these years by a proportion of income taxes paid during the year.

### Illegal Reduction of Capital.

Now the United States Board of Tax Appeals has ruled in the case of a certain corporation that this portion of the regulations is illegal.

An idea of the significance of the Board's findings may be obtained from the fact that interest alone on refunds for the years affected runs into surprising figures.

Even for 1921 interest will amount to 21 per cent. This figure increases at the rate of 6 per cent for each previous year affected; that is, 27 per cent for 1920, 33 per cent for 1919, and 39 per cent for 1918.

This decision of the United States Board of Tax Appeals is undoubtedly the most important since the heavy revenue laws began.

### Reopens Many Outlawed Cases.

Perhaps the most important thing to remember in connection with this new ruling is that the years 1917, 1918, and 1919, ordinarily supposed to be outlawed—that is, barred by the Statute of Limitations—are in many cases open.

There are certain provisions of the new 1924 tax law which in a considerable number of instances operate to keep the Statute from running against these years.

One other thing of great importance. Claims are not barred under the 1924 tax



law entirely according to the date the return is filed.

Claims are "outlawed" at odd periods throughout the year. Your claim may be outlawed this week, next week, or the week following.

Look at your returns immediately if you paid excess profits taxes.

#### Get Claims Filed Promptly.

It is expected that the United States Supreme Court will uphold the Board of Tax Appeals. There is a decision already made by the United States Supreme Court which we consider backs up the Board's findings.

In the meantime claims for refund should be filed at once in order to forestall the running of the statute. Claims which are filed now on years still open will operate to prevent these cases from being outlawed.

*\*Mr. Swindell is a member of the firm of M. F. Snow and Company, public accountants and tax consultants, 1011 Wrigley Bldg., Chicago.*

#### BRITISH PORK MARKET UP.

Wiltshire sides from the United States, Canada and Denmark all showed rising tendencies during the week of November 11, according to E. A. Foley, American Agricultural Commissioner at London.

#### BOOSTING THE MEAT STAMP.

A new advertisement featuring the "purple stamp" of the U. S. Meat Inspection Service recently has been issued by the American Packing and Provision Company of Ogden, Utah. This advertisement shows the stamp shedding its guarantee of purity over the meat and meat products of the company, and carries the caption "These products are clean, wholesome and good to eat; you are particular and your uncle knows it." This is another good step in capitalizing on the use of the purple stamp to increase meat consumption.

## Short Form Hog Test Shows Hogs Still Cutting at a Loss

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of November 25, representing actual transactions, Chicago, that date.

Product—	Avg.	160 to 180 lbs.			Avg.	180 to 220 lbs.			Avg.	225 to 250 lbs.		
		Percent live wt.	Price.	Amount.		Percent live wt.	Price.	Amount.		Percent live wt.	Price.	Amount.
Reg. Hams.....	10/12	13.90	.17 $\frac{1}{4}$ <sup>1</sup>	\$2.40	14/16	13.75	.17 <sup>1</sup>	\$2.34	14/18	13.00	.16 $\frac{3}{8}$ <sup>2</sup>	\$2.16
Picnics .....	4/5	5.50	.15 $\frac{1}{4}$ <sup>2</sup>	.84	5/7	5.60	.15 <sup>2</sup>	.84	6/8	5.50	.14 <sup>2</sup>	.77
Boston Butts .....		4.10	.20 <sup>3</sup>	.82		4.00	.20 <sup>3</sup>	.80		4.00	.20 <sup>3</sup>	.80
Pork Loins (blade in) .....	6/8	9.50	.23 $\frac{3}{4}$ <sup>3</sup>	2.26	8/10	9.10	.22 $\frac{3}{4}$ <sup>3</sup>	2.07	10/12	8.75	.21 $\frac{3}{4}$ <sup>3</sup>	1.90
Bellies .....	8/10	11.50	.20 $\frac{1}{2}$ <sup>2</sup>	2.36	8/14	10.70	.19 $\frac{1}{2}$ <sup>2</sup>	2.09	12/16	5.00	.18 <sup>2</sup>	.90
Bellies .....									16/20	6.25	.16 $\frac{1}{2}$ <sup>4</sup>	1.03
Fat Backs .....									8/12	4.50	.13 $\frac{3}{8}$ <sup>4</sup>	.57
Plates and Jowls....		1.75	.12 $\frac{1}{4}$ <sup>4</sup>	.21		2.00	.12 $\frac{1}{4}$ <sup>4</sup>	.25		2.00	.12 $\frac{1}{4}$ <sup>4</sup>	.25
Raw leaf .....		1.75	.14 $\frac{1}{2}$ <sup>2</sup>	.25		2.00	.14 $\frac{1}{2}$ <sup>2</sup>	.29		2.30	.14 $\frac{1}{2}$ <sup>2</sup>	.33
P. S. lard, rend. wt..		11.70	.1490	1.74		13.75	.1490	2.05		11.75	.1490	1.75
Spare ribs .....		1.15	.16 $\frac{1}{2}$ <sup>4</sup>	.19		1.00	.16 $\frac{1}{2}$ <sup>4</sup>	.16		1.00	.16 $\frac{1}{2}$ <sup>4</sup>	.16
Lean trimmings ....		1.60	.11 $\frac{1}{4}$ <sup>4</sup>	.28		1.50	.11 $\frac{1}{4}$ <sup>4</sup>	.17		1.50	.11 $\frac{1}{4}$ <sup>4</sup>	.17
Rough feet .....		1.60	.02 $\frac{1}{2}$	.04		1.25	.02 $\frac{1}{2}$	.04		1.25	.02 $\frac{1}{2}$	.04
Tails .....		0.15	.14	.02		0.10	.14	.02		0.10	.14	.02
Neck bones .....		0.80	.05	.04		0.65	.05	.04		0.65	.05	.04
Total cutting yield...		65.00				65.40				67.55		
Total cutting value (100 lbs. live wt., Chicago)				\$11.45				\$11.16				\$10.89

<sup>1</sup>  $\frac{3}{4}$ c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

<sup>2</sup>  $\frac{3}{4}$ c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

<sup>3</sup> 1c per pound has been deducted for selling and delivery expense and for shrink.

<sup>4</sup> 1c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above) .....	\$11.45	\$11.16	\$10.89
Edible and inedible killing offal value....	.59	.61	.63
TOTAL GROSS VALUE.....	\$12.04	\$11.77	\$11.52
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$11.50	\$11.50	\$11.45
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.85	.79	.76
Killing condemnations and death losses in transit (say 1 per cent of live cost)....	.11	.11	.11
TOTAL OUTLAY per 100 lbs. alive:	\$12.46	\$12.40	\$12.32
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	.42	.63	.80
Loss per hog.....	.71	\$1.26	\$1.90

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

## How the Wise Packer Regulates His Killing Operations

Relatively small receipts of hogs have been influential in holding the average price at Chicago well above the eleven dollar mark throughout November, the price dropping below this only once.

This price is too high for packers to consider putting any more product in cure than is necessary. They have sold all material, even joints, green as far as possible.

Larger hog runs are anticipated and these may come at any time, so that the situation in the industry is largely one of "watchful waiting," throwing the winter packing season later than is normally the case. Packers are very doubtful of the wisdom of putting down product at present prices, to come out of cure when live hogs and green product prices are likely to

be a great deal lower than at present.

Only recently one packer, who continued his full kill of hogs and took no account of how they were cutting out from day to day, finds he has had the worst year experienced in a long time. His returns are showing heavily in the red.

Other packers in the same section are patting themselves on the back for their wise policy in using the "Short Form Hog Test" and being guided by what it told them.

When they found they were buying and cutting hogs at a loss they cut down their kill and confined operations only to such business as they could see a margin of profit in, or at least which showed no loss.

Trade was lost temporarily by these packers, but when the price of hogs was such that the sale price of product warranted an increase in the

buy, this trade came back and no net loss was experienced. These packers have nothing to complain of.

The packing business is not a charitable enterprise. There is no advantage in keeping trade if it costs money.

The way to find out just how the situation is working is to have the results shown on a "Short Form Hog Test" every day. It looks like poor business to increase the buy when you can't see the money in the hogs.

If you are not already checking on this, Mr. Packer, begin now with the "Short Form Hog Test." There is no better way.

The test on page 20 is worked out on the basis of live hog and green meat prices at Chicago on Wednesday, November 25. Is anyone securing better results than are shown here?

## Meat Packing Industry and Prospects What the Industry Has Done and is Likely To Do

By Charles H. Swift.

(EDITOR'S NOTE.—At the recent 50th anniversary celebration of the Chicago Association of Commerce the meat packing industry was represented by Charles H. Swift, vice president of Swift & Company. Mr. Swift's remarks are an interesting review of the scope and accomplishments of the industry, with a brief glance into the future.)

There is no business that I know of more interesting than the meat packing business, and our meat supply, which comes from the packing industry.

I do not like a mass of dry figures, but here are a few figures which I am sure you will be glad to have:

There are in the United States 916 meat-packing establishments under inspection of the United States Department of Agriculture, Bureau of Animal Industry, in interstate trade and in active competition with each other. Of these 916 there are 66 in Chicago alone.

In addition to the 916 meat packing establishments under inspection of the U. S. Department of Agriculture, Bureau of Animal Industry, there are 481 meat packing establishments of sufficient size and importance for the United States Department of Agriculture to maintain records and statistics of their activities, making a total of 1,397 important meat packing establishments in the United States.

### Packer Earns Less Than Any.

The percentage of earnings on sales in the meat packing industry, is, I think, lower than in any other manufacturing business. Figures taken from the Department of Agriculture indicate that the four largest meat-packing concerns in the United States earn less—frequently considerably less—than 2 per cent on their sales, and less than 6 per cent on their net capital investment or net worth. Even these small percentages of profits on sales and net capital investment permit the industry to earn and pay fair dividends.

For every dollar which the large packer obtains in the sale of his finished product, an average of 80c to 85c is returned to the producer. The remaining 15c to 20c covers labor, freight, processing and distributing expense, selling, overhead, interest and profit.

A striking illustration of the moderate profits of the packing business and the small influence which they have on producer and consumer is the fact that on the meat which the average family consumes the packer's average profit is no more than 5c per family per week, or \$2.60 per year.

### Packer Has to Pay Cash.

At least one of the largest packing companies in the United States pays satisfactory dividends on a profit of less than  $\frac{1}{2}$  of a cent per pound on all products handled.



CHARLES H. SWIFT.

Another interesting feature of the packing industry is that their main purchases—livestock—are paid for in cash, while their products are sold on credit. By cash I don't mean "maybe"—I mean CASH.

The packer pays for his livestock purchases the day the purchases are made, and before night the proceeds are on their way to the shipper.

Product is sold on credit—not as long credit as in some industries, but nevertheless long enough to require large capital investments and adequate credit supervision. Fresh meat credits are usually for a week to ten days; cured meat credits usually thirty days.

Chicago is not only the leading meat packing center of the United States, but the meat packing industry is the principal industry of Chicago. This has been the situation since the Civil War of 1861 to 1865, and the development of the meat packing industry has been an important factor in the growth and development of Chicago.

### Chicago's Meat Packing Industry.

When the Chicago Association of Commerce was organized 21 years ago the meat packing industry had already become organized along its present lines. The changes since have been in the direction of growth, in the refinement of methods, and the utilization of by-products rather than in any changes of fundamental character.

The value of packinghouse products has about doubled in the past 21 years, due to the increase in the price of commodities generally, of which live stock and meats are no exception. Chicago alone produces more than \$40,000,000 worth of meat per month, considerably more than \$1,000,000 per day.

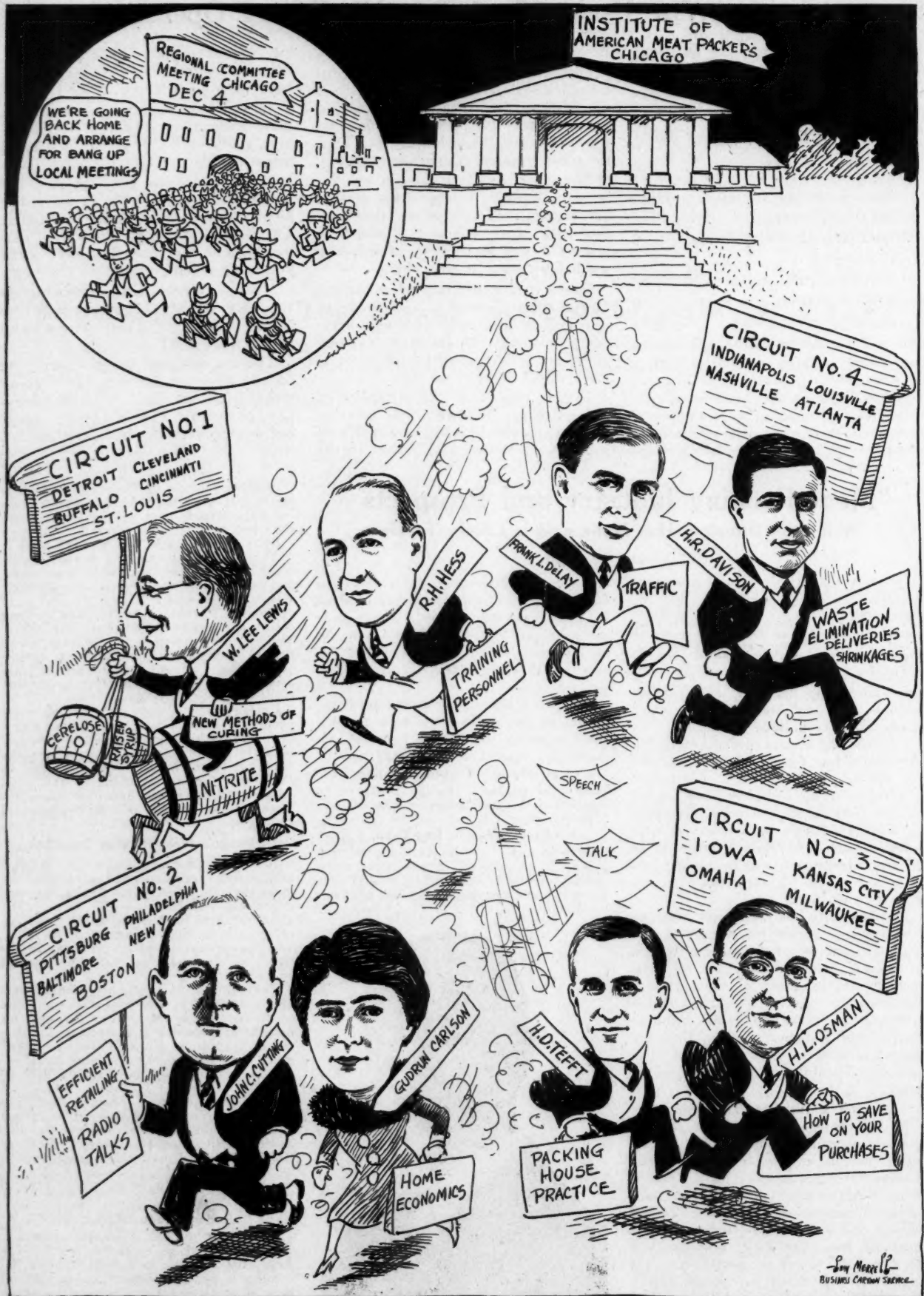
Another interesting change that has taken place during the past 20 years has been the elimination of exports in live cattle and fresh meats. Twenty years ago Chicago shipped live cattle and dressed beef extensively to England. These shipments were at their height about 1897 to 1900.

### Export Trade Decreased.

From 1908 to 1912 this export business rather suddenly disappeared, due to the Argentine republic in South America becoming a heavy producer of cattle and beef at much lower prices than at which they could be produced in the United States.

(Continued on page 44.)





TELLING THE INDUSTRY ALL ABOUT THE ACTIVITIES OF THE INSTITUTE OF AMERICAN MEAT PACKERS.



## Packers to Meet at Eighteen Points

A large attendance of regional chairmen is expected at the regular meeting of the Regional Committee of the Institute of American Meat Packers which will be held in Chicago on Friday, December 4, beginning at 2 o'clock.

This meeting will be followed by local meetings held the next week at 18 different packinghouse centers in accordance with a prearranged schedule. All members of the Institute are urged to attend the local meeting in the district in which they are located.

An interesting program has been arranged for the meeting of the Regional Committee in Chicago next Friday, and equally interesting programs are being arranged for the local meetings. Directors of two Institute departments will attend each meeting, as explained in a recent issue of THE NATIONAL PROVISIONER, and will make available to the members assembled there the services which the Institute has to offer through their respective departments.

### Who's Who and Where.

Dr. W. Lee Lewis, director of the Department of Scientific Research, who has been conducting some interesting studies of new methods of curing, and R. H. Hess, director of the Department of Industrial Education, who has been organizing training courses for packer employees in several packinghouse centers and promoting the Institute's educational program, will be the speakers at the cities on Circuit Number 1. The cities on this circuit, the name of the Regional Chairman, and the date of the meeting follow:

Detroit, Monday, December 7, T. E. Tower, chairman.  
Buffalo, Tuesday, December 8, J. Paul Dold, chairman.  
Cleveland, Wednesday, December 9, S. T. Nash, chairman.  
Cincinnati, Thursday, December 10, Elmore M. Schroth, chairman.  
St. Louis, Friday, December 11, F. A. Hunter, chairman.

Miss Gudrun Carlson, director of the Department of Home Economics, who has been engaged in telling home economics leaders and teachers, as well as housewives, more ways to use meat, and John C. Cutting, director of the Department of Retail Merchandising, whose activities include the promotion of better selling methods among retailers and more knowledge of the food value and healthfulness of the product, as well as the preparation of radio talks on meat, which have been broadcast weekly for nearly two years from several of the leading stations of the United States, will cover the cities on the second circuit.

These cities, the names of the regional chairman in each, and the date of the meeting are:

Pittsburgh, Monday, December 7, George L. Franklin, chairman.  
Philadelphia, Tuesday, December 8, J. J. Felin, chairman.  
Baltimore, Wednesday December 9, Howard R. Smith, chairman.

New York, Thursday, December 10, A. T. Rohe, chairman.

Boston, Friday, December 11, F. S. Snyder, chairman.

### Through the West and South.

H. D. Tefft, director of the Department of Packinghouse Practice and Research, whose activities embrace advisory service to the membership on operating problems, and H. L. Osman, director of the Department of Purchasing Practice, whose activities have saved many members much money on their purchases of supplies and equipment, will address the meetings on the third circuit. These meetings will be held as follows:

City to be announced, Monday, December 7, Jay C. Hormel and John W. Rath, chairmen.

Omaha, Tuesday, December 8, William Diesing, chairman.

Milwaukee, Thursday, December 10, Austin McCartan, chairman.

H. R. Davison, director of the Department of Waste Elimination and Live Stock, whose talks on waste elimination in the packing industry already have been heard with interest in a number of packinghouse centers, and Frank L. DeLay, director of the Institute's Department of Organization and Traffic, who functions on many traffic problems of common interest to the membership, will be the speakers at the meeting in the cities on the fourth circuit.

The meetings on this circuit will be held as follows:

Indianapolis, Monday, December 7, to be appointed.

## Key Men of the Industry

### REGION NO. 2—BUFFALO

These are the Regional Chairmen of the Committee on Trade Extension of the Institute of American Meat Packers. Each in his district heads up a practical, effective working organization in touch with Institute activities.



J. PAUL DOLD

(Jacob Dold Packing Co., Buffalo, N. Y.)  
Regional Chairman, Buffalo District.

Louisville, Ky., Tuesday, December 8, K. M. Zaeh, chairman.

Nashville, Tenn., Wednesday, December 9, Henry Neuhoft, chairman.

Atlanta, Ga., Friday, December 11, W. H. White, jr., chairman.

Members of the Institute are urged to communicate with the regional chairman of their district and arrange to attend the local meetings.

### PACKING STUDENTS MEET.

Nearly 200 students, instructors and some of the best-known operating men of the packing industry in Chicago gathered for an informal "get-together" at the Saddle and Sirloin Club on Tuesday evening, November 24.

R. H. Hess, director of the Department of Industrial Education of the Institute of American Meat Packers, stated that the students represented two groups—those attending the residence courses on the University campus in preparation for entering the industry, and those who were already employed in the industry and are taking evening courses; both aimed at positions of greater usefulness within the industry.

Speaking generally of the application of education to industry, Col. Hess mentioned that the educational machine had not yet been geared with the demands of industry, and that there was a growing opinion among educationists that this was the real problem of commercial education. On the other hand, there was probably still a defect in the organization of business through its inability to know how to use university and college men who had obtained a general business and technical training pertaining to a particular industry.

One of the problems of the future would be the removal of these two defects.

Oscar G. Mayer, president of the Institute, said he was gratified with the movement represented at that meeting, and he knew that his satisfaction was shared fully by the group of men associated with that industrial work from its beginning. He mentioned that, like other plans of merit, the idea began from a unicellular organism and gradually shaped itself. Progress had been made and the signs were auspicious.

At first, the great difficulty of the educational courses was that there was no literature on which to base the teaching. The packinghouse industry had grown up in a hand-to-mouth way, and it was the first duty of the committee to see that a body of literature was formed. That fact focused attention on the wealth of material within the industry. Today that literature was rapidly developing and was of a very good quality. The aim of the packing industry made it one of the most ambitious programs of industry education in the United States.

Mr. Mayer pointed out that about 3,000,000 adults throughout the United States were reported to be taking some form of instruction, mostly by means of correspondence courses. It had been stated that 98 per cent of the cost of some of those courses was for "selling the idea" and 2 per cent for instructional matter. The packing classes, however, were unique

because they were conducted without any idea of profit.

He added that it was a matter of surprise and satisfaction to him that a faculty of the type they possessed had been assembled in so short a time. Looking back over his sixteen years in the packing industry, he said it was pathetic to think of the obvious blunders which he and others had made for lack of instruction such as that given in the Institute courses. The group method of getting experience had such a profound effect upon action that he considered it one of the most important by-products of modern industrial education.

He cautioned the students present that they were entering a very difficult industry—that they were not going into a "snap." It had baffled, and still baffled, some of the most able men.

The reason for that was obvious. The packer could not determine or control his raw material, and because of its perishable nature it could not be kept. The peculiar financial problem by which livestock had to be bought for cash, and sold for prices which could not be foreseen, gave an inherent element of speculation. The industry had a combination of circumstances more difficult and complex than most others—circumstances that called for great acumen in those men who held responsible posts.

The necessity for training was, therefore, obvious. The most highly-educated men were required in the industry because of the economic problems involved.

In the past there was a certain permissive speculation in the industry because there was a flush of product in the winter and a scarcity in summer, as inevitable as the rise in eggs and butter. But nowadays that situation had completely passed, and farmers had learned to market their hogs in a more regulated way. The farmer's knowledge of the hog market was an improvement for everyone concerned with the industry.

The students would have the satisfaction of knowing that their future work would render a profound service to American farming through the developments which had been made necessary in the modern method of buying livestock and retaining meats in good condition by refrigeration, and of finding markets for them all over the globe. It was that service which had made American packing great.

"In choosing this industry," Mr. Mayer concluded, "you are choosing a noble work which is intimately tied up with the progress of this country. Make the most of your opportunities but make up your minds for many problems—problems which perhaps await solution by the younger members of these classes."

Dr. R. F. Eagle, who was in charge of the program, made a first-class "cheer leader." During the evening he called upon those men in the room who had been 25 years in the packing industry to stand up. Thirteen men rose. He asked those who had thirty years service to remain standing, and 10 did so. He then asked those who had not spent thirty-five years to sit down and 7 men remained standing.

Dean E. T. Filbey, the first Director of the Institute of Meat Packers, spoke briefly, saying that so far as he knew the meeting was unique in the history of industrial education in the United States. It was significant because it gave the students already in the industry, and the students preparing themselves to enter the industry an opportunity to become acquainted with the men who were actually conducting successful work in the industry. The meeting set a precedent not only for other meetings, but for other institutions.

Other speakers were E. N. Wentworth, A. H. Carver, F. J. Gardner, Charles E. Herrick, Harvey G. Ellerd, Dr. Swaim of the Department of Agriculture, and W. W. Woods, executive vice-president of the Institute of American Meat Packers.

## Argentine Beef in Europe Lowered Buying Power Causes Falling Prices—Situation in Germany

Buenos Aires, Oct. 30, 1925.

The market for cattle in the Argentine is well supplied. The next summer season, which is from November, 1925, to March, 1926, will show abundant supplies of good cattle.

Prices have declined somewhat on account of the lower European prices for chilled and frozen beef, together with scarcity of money and lessened buying power.

Spain made a "fearful noise" about a trainload of frozen beef in April, 1925, but since then nothing more came in. It is generally believed that the Spanish cattle interests influenced the military Spanish rulers to the extent that the import of frozen beef stopped.

Of late fresh meat of average quality has risen in price in Madrid to the equivalent of 40 cents per American pound, and there is a movement on foot to bring in cheap frozen beef.

### Beef to European Countries.

France has favored the import of live cattle, but as there are so many obstacles to this kind of trade, and transport with all its risks makes the cattle too dear, the French are now more in favor of frozen beef imports. This is furthered by the fact that the French consumer has learned to use frozen meats, and knows how to treat them to get best results.

The Italians continually take lots of frozen beef. The main thing for them is that it is cheap.

Germany is regularly taking this commodity. The importing South American meat packers must deal with the municipalities of German cities, which under the new tariff law are the only ones who may bring in frozen meat free of duty until

the same quantity as that imported in 1924 is received. After that frozen meat has to pay the new duties.

### Meat Conditions in Germany.

It is, however, very doubtful whether this clause of the new tariff law will become effective. If it does, fresh beef in Germany will jump at once to 50 cents a pound, bone in, the moment frozen beef imports are limited. Frozen beef is the price regulator, and the only kind the German middle classes can buy.

The German government is trying to find out why food is so dear in Germany. Police pickets are sent around to control meat and butcher shops, but this same German government has put very high and partly prohibitive duties on meats and grains.

It is believed that the German parliament next winter will abolish this part of the new tariff law. The canned beef trade has been nearly killed by it, the German duty since the first of October being 10 cents a pound on this product.

Exports of cattle, beef and meat products from Argentina to Chile are about to begin. The Chilean government has temporarily cancelled the hitherto prohibitive duties to enable the northern cities on the Pacific coast to provide themselves with meat.

### Argentine Beef Goes Down.

Prices for finest beef steers, used generally for chilled beef to England, have gone down 15 per cent during the last two months. Competition among the packers has been very keen, and one of the big frigorificos closed down in April this year.

To meet the expected large cattle crop of 1926 and 1927, the biggest meat plant in the world, situated at the outskirts of the city of Buenos Aires, will start killing in June, 1926.

In the province of Buenos Aires alone there are 16,000,000 cattle, 13,000,000 sheep, 90,000 hogs. The cattle belong to 68,434 farmers. Half of these own only 300,000 cattle. There are 1,600 farmers who own from 1,000 to 2,000 cattle and in all, 2,314,000 head; and 95 farmers own each 5,000 to 6,000 head.

This is no country for hogs, and probably will never be. The Latin races do not appear to be hog growers.

### Foreign Interests Lead the Trade.

The meat trade in the larger Argentine cities at the seaside is gradually going over into the hands of the big meat export plants, which already cater to the restaurant and hotel trade.

The wholesale butchers at the public abattoirs kill and work up the by-products just as their fathers used to do, and improvements in sanitation, etc., have to be made by the city or federal authorities, who decline to do it. So this rich country is being taught by experienced foreigners how to develop its biggest and most important industry.

### BRITAIN TAKES MORE PORK.

British bacon imports for October at 66,976,000 lbs. exceeded the September figure by 2,240,000 lbs., according to cabled advices from E. A. Foley, American Agricultural Commissioner at London.

The increase occurred in Danish bacon, American and Canadian falling off 1,680,000 lbs and 110,000 lbs., respectively. Lard imports increased 1,055,000 lbs. to 16,671,000 lbs., as against 20,362,000 lbs. for October, 1924.

Ham imports remained stationary at 11,648,000 lbs.

## Study Meat Packing

Students in packinghouse operations—either in night, correspondence or day courses—have had indicated to them as a foundation text-book for their studies "The Packers' Encyclopedia."

This 545-page volume is the operating handbook of the industry. It takes up packing operations with the live animal, and carries them through to the finished product and by-product.

Its arrangement—though intended for the packinghouse operating man—is ideal for the student.

"The Packers' Encyclopedia" will be found in most public and college libraries. Students desiring to obtain copies for their own use, however, may obtain terms upon application to the Institute of Meat Packing, University of Chicago, Chicago, Ill.



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OTTO V. SCHRENK, President.  
PAUL I. ALDRICH, Vice-President.

PAUL I. ALDRICH, Editor and Manager.

## GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn st.  
CHICAGO, ILL.

Telephone Wabash 0742, 0743, 3751.  
Cable Address "Sampan," Chicago.

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## Can We Stabilize Meat?

A great deal has been said about  
the stabilization of hog and product  
prices, and the consensus of opinion  
seems to be that stabilization is im-  
possible.

To be sure, the law of supply and  
demand is the one great stabilizer.  
But if this could be anticipated some-  
what, it is possible that better returns  
would result to producers and pack-  
ers.

During much of the year now  
drawing to a close prices of hogs and  
pork products have been high. In  
the same period cattle have been  
plentiful, and the price of the medium  
grades of beef was moderate.

The runs of hogs during this period  
were five to seven million head less  
than those of the preceding year.  
But most of the stocks on hand from  
month to month were just as great  
or greater than those of the previous  
year, or than the five-year average on  
the first of each month.

What was the reason for this?

There is probably only one main  
answer—the price of product was too  
high.

This results in a decrease in de-  
mand which, though fairly good, has  
not been sufficient to absorb large  
quantities of product. This decreased  
demand, pitted against decreased hog  
runs, has about balanced the situation  
in the pork market, resulting in a  
good price for hogs, and a narrow  
and sometimes losing margin on pork  
products.

The high price level in the hog  
market has acted as a stimulus to  
breeding, so that in six months or a  
year a situation similar to that of  
1923 and 1924 would not be surpris-  
ing. This can only result in a sharp  
decline in the price of live hogs to  
meet the decline in product prices  
forced by the necessity of moving  
volume into consumption.

In this process of readjustment  
someone is likely to get hurt. And  
this someone is the packer and the  
producer.

The fact that production is on an  
individual business basis, that organ-  
ized manufacture is centered in some  
twelve or fourteen hundred packing  
companies, and that sales are in an  
unlimited number of hands, makes  
any move toward stabilization dif-  
ficult indeed.

Perhaps the best move is that be-  
ing made by the Federal government  
in the gathering and dissemination  
of information. This work is just in

its infancy; methods have had to be  
developed and worked out and then  
improvements made. Even with the  
limited funds available, great strides  
have been made. But more funds and  
more support are needed if the live-  
stock and meat packing industries  
are to have reliable data on which to  
base their operations.

The production end always will  
show great fluctuation, because of  
the large number of individual pro-  
ducers and their liberty to exercise  
their own judgment in the extension  
or curtailment of production. But  
full information will enable all to  
operate on a much more intelligent  
basis, and will make prices and re-  
ceipts somewhere more nearly paral-  
lel than at the present time, when the  
increase or decrease in one is invari-  
ably accompanied by a decrease or  
increase in the other.

## Might Help Lamb Trade

A source of considerable dissatisfaction  
to packers slaughtering lambs has been  
the large number of untrimmed lambs re-  
ceived at the central markets. Farmers  
often wonder why the so-called "west-  
erns" bring better prices than the well-  
bred lambs from the farms, or "natives."

As a rule the, range lambs are more  
uniform in size, breeding and general  
quality. And most important of all, per-  
haps, is the fact that these lambs are  
docked just as systematically as are the  
beef calves coming from the ranges.

Much publicity has been given in the  
farming sections to the desirability of  
trimming lambs, as such lambs gain faster  
and produce a higher grade of meat, but  
in spite of this there are great numbers  
of untrimmed lambs still coming to  
market.

A campaign was recently started on the  
Chicago market to try to influence ship-  
pers to have their lambs properly docked  
and trimmed. Buyers and salesmen called  
a meeting recently to formulate a plan  
to penalize "buck" lambs. Representatives  
of the packers, commission men, produc-  
ers, sheep associations and the U. S. De-  
partment of Agriculture were present at  
this meeting.

The suggestion has been made that a  
premium be paid for trimmed lambs, and  
that a considerable discount be placed on  
the untrimmed. The ways and means for  
accomplishing these results have been  
placed in the hands of a committee which  
will report at a later date.

This is one move which should help to  
increase lamb consumption and help to  
remove the objection of so many con-  
sumers to lamb because it has a "strong"  
flavor. It is a movement which could well  
be duplicated at all of the principal live-  
stock markets of the country.



# PRACTICAL POINTS FOR THE TRADE

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## Fresh Pork Sausage

Sausage makers can well afford to direct their efforts not only toward the fancy breakfast sausage—such as has been described here—but the regular pure pork sausage stuffed in medium hog casings, as well.

The summer resorts are now closed, which means that trade for "wieners" has dwindled. And the prices of material and casings for this commodity are so high as to make the selling price almost prohibitive for the wieners or frankfurters if stuffed in sheep casings. At best it involves a narrow margin of profit, if any.

It would therefore seem sensible to crowd production on the product for which casings are produced nearby, and at the same time put a price on wieners and frankfurters that will allow a profit. Salesmen might well spend their time crowding business on fresh pork sausage rather than on the higher-priced and less-popular items at this season of the year.

In this way the domestic production of hog casings is utilized and the cost of containers can be considerably reduced.

In making a fancy high-grade sausage strict attention should be paid to the selection of the fresh pork trimmings.

Use nothing but strictly fresh trimmings—from the same day's cutting, if possible—so that the finished product will be uniform in flavor and eating quality at all times. If you do not kill, buy your trimmings as fresh as possible.

### Selecting the Materials.

It is recommended that 100% back fat trimmings, produced from young corn-fed quality hogs, be used. Carefully retrim each barrel when received, removing all gristle, bone and hair. When retrimmed the trimmings should run 65% lean and 35% fat.

Follow these percentages closely, as this is an important feature, for the reason if trimmings run too lean the product will be dry in taste, and will not produce that particularly appetizing flavor that a high-grade product should carry at all times.

On the other hand, if the trimmings run too fat, the product will fry away and render too much grease in the skillet, and the sausage will have a shriveled appearance when served—all of which naturally breeds complaints from customers.

### Quality Makes Reputation.

When the season opens, always come out with the very best quality you can produce. When once established on a quality basis, you will find price a secondary consideration.

However, if you neglect that very essential feature of quality, the trade will very quickly discriminate against your products, and you will be like many other concerns

—trailing along with an article that is hard to sell at any price!

If you neglect the slightest detail in connection with the manufacture of this product, you will soon be playing second fiddle instead of being a leader. Ole Bull once said that if he failed to practice on his violin for one hour, he knew it; but if he failed to practice for two hours the whole audience knew it.

This also holds true in making breakfast sausage. If you slight the product your entire trade will know it. Even though you take the necessary steps to correct the existing evil, you will find the trade skeptical and unwilling to give your product another trial.

### Formula for Seasoning.

In regard to seasoning, the following spice formula for each 100 pounds of fresh meat is suggested:

- 2 lbs. 4 oz. salt
- 6 oz. ground white pepper
- 4 oz. granulated sugar
- ½ oz. ground mace
- ½ oz. ground ginger
- 1 oz. saltpetre or nitrate of soda
- 2 oz. sage (new crop only)

If product is desired without sage, simply omit this last item.

Pay particular attention to the use of spices, using the best quality, and arrange for a thorough mixing of each batch, adding the spice with the meat in the mixing machine, and mix long enough to insure an even distribution of the spice through the meat.

If the mixture is stuffed in casings, the sheep casings are preferable, and they

should be stuffed to full capacity and evenly linked.

Then put in a cooler temperature of 34 to 36 degrees (must be dry) and chill for about 2 hours, or until the outside casings are thoroughly dry. The product is then in a saleable condition, and should be sold at the earliest possible moment.

Do not make a practice of selling product beyond the age limit. This product should be disposed of within 24 hours, as it is highly perishable. The trade should always be given the benefit of strictly fresh sausage.

## Making "Daisy" Hams

An Eastern meat curer is interested in the product known as "daisy ham," and wants to know the cut used and the right way to prepare it. He says:

Editor The National Provisioner:

What cut is used in making "daisy" hams?

What cure is generally used and what is the length of cure?

Are these packed entirely from shoulder cuts, or are they made in some instances from loins?

Smoked boneless ham butts are known in certain sections of the country as "daisy hams" or "daisies."

This cut is the upper part of the square shoulder, after the California or picnic ham has been removed.

**Curing.**—In curing this product, use "second" fancy ham pickle. Bring the strength of the "second" pickle up to 70 to 72 degrees. If it is desired to force the cure, the butt can be pumped with the second ham pickle, using one stitch and one stroke through the center of the butt.

Care should be exercised in bringing the strength of the second fancy ham pickle from say 46 up to 70 or 72 deg. An excessive amount of sugar should not be used, as it sometimes produces a very bright color in the smokehouse, but darkens a short time after.

If a dry cure is preferred, use 11 lbs. salt, 5 lbs. granulated sugar and 2 lbs. saltpetre or nitrate of soda to 400 lbs. meat, and dry cure in tight curing boxes.

(Full instructions for curing S. P. meats can be secured by subscribers by sending a 2c stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with request for same.)

The length of time to dry cure this product is about three weeks, and if cured in sweet pickle approximately 18 days will be required, unless a force cure is resorted to, to shorten the time.

**Smoking.**—The product is smoked 16 to 18 hours at a temperature of 100 to 110 deg.

"Daisies" are usually wrapped separately in printed parchment paper, especially if they are to be shipped; otherwise they are commonly sold unwrapped over the counters of the local retailers.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Figuring Sausage Costs

Are you making money on your frankfurts?

Do you make frequent tests to find out whether your frankfurts are showing a profit or a loss?

Cost of materials is likely to change over night, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S revised Sausage Test Card will help you in your figuring. Fill out the coupon below and send it in for a supply of these forms.

The National Provisioner,  
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Single copies, 2c; 25 or more, 1c each;

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## Making Sauerkraut

Sauerkraut time is here again. There is always a brisk demand for this tasty product with the coming of cool weather, and the packer, sausage-maker or retailer who can supply that demand is in position to "cash in" on some profitable business.

Many inquiries have come to THE NATIONAL PROVISIONER during recent weeks for directions for making kraut. The simple instructions given here, if followed carefully, will provide an excellent product that will tempt consumers to come back for more.

It is recommended that a shredding machine be used wherever possible, as it saves time and work, and does a better job than can be done by hand. There is also an attachment with the shredding machine to remove the cores from the cabbage.

### Curing the Cabbage.

After the cores are removed from the cabbage, the heads are run through and shredded and immediately placed in the curing container, and carried in a mild temperature, say around 70 to 75 degrees. In a packinghouse regular S. P. curing vats, 1,500 lbs. capacity, may be used.

When filling the vat with the shredded cabbage use a wooden tamper to tamp the cabbage. The cabbage forms its own juices.

In the center of the vat put in about one handful of salt, and when the vat is full and tamped put another handful of salt over the top.

When the vat is filled with the shredded cabbage, and the slight amount of salt added, put a wooden cover over the top of the vat, leaving just a little space around the edges. Then put a heavy weight, either stone or iron, on top of this loose head so as to weight the cabbage down as much as possible.

The process of curing is to ferment the cabbage. While the cabbage is fermenting, bubbles will arise between vat cover and vat, and as long as the cabbage is working these bubbles will continue to rise. When the bubbles are no longer noticeable the cabbage is fermented, and ready to be put up in packages.

### Another Method of Handling.

There is another method of handling, but the only difference is in the curing process. It may be put down in 70 degrees curing pickle, and held in containers for at least 15 days.

However, experience is that the trade gives preference to the sauerkraut that has been fermented in the curing tierces naturally.

After the product is fermented and put in packages, either kegs or barrels, it is then advisable to store in regular curing temperature, around 40 degrees.

### German Sauerkraut Recipe.

Following is a sauerkraut recipe from one of the best manufacturers in Germany, where the celebrated Magdeburg sauerkraut is made. To get the desired sweetish-sour flavor it is necessary to cut the core in with the kraut. This can be done only by using a core cutter.

First remove the outer green leaves of the cabbage heads. Then take the core

out with the corer. Far superior kraut is attained by using a core cutter; whereby the core is utilized instead of going to waste.

The heads are then put in the kraut cutter, to be cut in the longest, finest strings possible, which can be done if the core is left in. The kraut must be put in the barrels as soon as possible after it has been cut, for too long exposure to the air without being salted will impede the fermentation of the kraut. Cabbage exposed to the air after being cut is apt to turn gray or black.

The bottom of the sauerkraut barrel should be lined with loose cabbage or grape leaves. Then a layer of the cut cabbage about 6 inches deep is put in and strewn with salt and a few juniper berries. The amount of salt used is not to exceed 4 per cent of the amount of cabbage (in weight 4 lbs. salt to 100 lbs. cabbage).

### Pack in Barrels Carefully.

After the layer of cabbage is salted, it is pressed or stamped down firmly and evenly, by which process the air, which prevents the proper fermentation of the kraut, is expelled. In this manner, layer upon layer is packed in, until the barrel is filled.

The cabbage is then covered with a perforated hardwood cover, which is weighted down with stones or a press attached to the barrel, to prevent air from coming in contact with the kraut. Always keep the kraut covered with brine.

The sauerkraut ought to ferment in the brine for a period of about 3 to 4 weeks. That the fermentation process has ceased is best ascertained by the fact that no more gas bubbles are noticed. If the kraut has arrived at this stage, it ought to remain undisturbed for about 4 or 5 days longer, and then be filled into tubs.

By salting, the greatest part of the water contained in the cells of the cabbage is extracted, and in combination with the salt forms the brine.

### The Fermenting Process.

Kraut requires the most careful attention while it is in the state of fermentation. It will not ferment well in too cool a place; 59 to 64 degrees is about the right temperature. After the kraut is fermented, it will keep best in a cool place.

That the cabbage will ferment more speedily, some manufacturers add one tablespoonful of skimmed sour milk to each barrel of kraut. This is put in with the kraut as it is cut and put in barrels.

## Operating Pointers

For the Superintendent, the Engineer  
and the Master Mechanic

### LOSS DUE TO BOILER SCALE.

By W. F. Schaphorst.

In a series of 120 tests by a large company, 11 per cent greater output was obtained from engines during the month after freeing the boilers from scale than was obtained during the three months previous to cleaning. This is equivalent to a saving of 11 per cent of the fuel.

In similar tests by other concerns sav-

ings range all the way from 8 per cent to 16 per cent. In a series of tests, performed by Professor Schmidt of the University of Illinois, on locomotive tubes covered with scale of thicknesses varying from zero up to 1/9 inch, it was found that heat losses vary from zero at zero thickness to 16 per cent at a thickness of 1/9 inch.

### Figured Out a Rule.

On making a study of the curves plotted from these tests this writer has developed the following rule: "48 multiplied by the square root of the thickness of the scale is equal to the per cent loss."

This the writer found closely represents the relation between scale thickness and fuel loss. The curve plotted from this rule shows that there is a rapid increase in loss when the scale is very thin, and that the increase is not directly proportional to the thickness, but rather as some power of the thickness.

It also shows plainly that after a thickness of 1/9 inch is reached the rate of loss is not so great—not nearly so great—as during the earlier scale-forming stages. After a thick scale is once formed, a little added thickness or a considerably greater thickness doesn't make much difference. The important point is take ALL of the scale off and take it off frequently.

### Damage Done by Scale.

Periodical scale removal is desirable for other reasons besides economy.

Scale is often directly responsible for the overheating and burning out of boiler tubes when operating at heavy loads. At light loads a given thickness of scale may be harmless, the heat being transmitted without trouble.

However, when forcing the boilers the temperature of the boiler shell naturally increases, often to such an extent that the scale adjacent to the shell becomes dry. When dry, scale is a more effective heat insulator than when wet and as a result there is grave danger of overheating and burning the shell or tubes.

It is not uncommon in plants where the scale menace is lightly regarded to retube boilers completely every two or three years. With proper care tubes should last nearly as long as the boiler itself. It is cheaper to clean old tubes than to buy new ones.

### Know Scale When You See It?

There are thousands of engineers and owners of plants throughout the United States who are still ignorant of the scale problem, who do not even know that their boiler tubes are coated with scale.

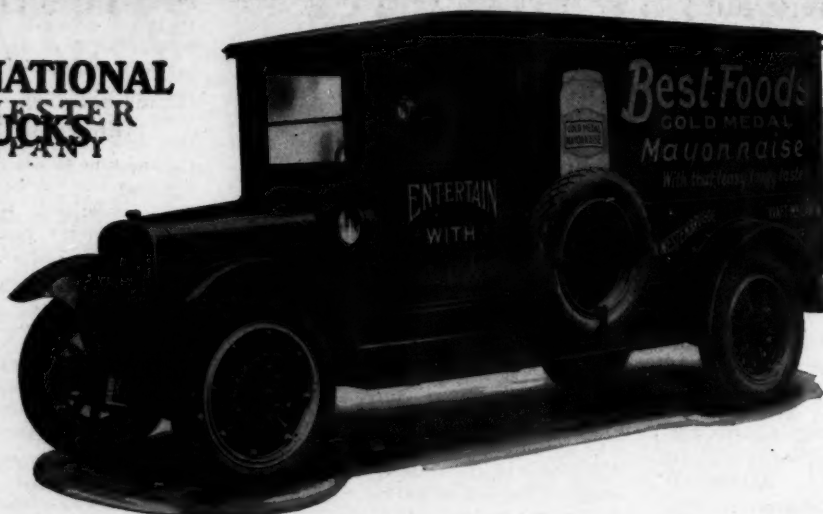
One manufacturer writes: "In 75 per cent of the reports to us the officials or engineers claim that they have no scale or are using water which does not produce scale. In other words, because the water is clear and safe for drinking purposes and shows no muddy deposit, they seem to think that it is free from scale properties."

"There are thousands of plants where no attention whatever is paid to scale, yet every little while they find it necessary to retube their boilers, and they simply put that down to wear and tear."

Rainwater, snow water and distilled water are about the only waters that do not produce a serious amount of scale in boilers.



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for example, one of the world's most successful, and the New York News, with the largest daily circulation in America, both use Internationals exclusively. The country's leading railroads are using Internationals for their severe service requirements with great success.

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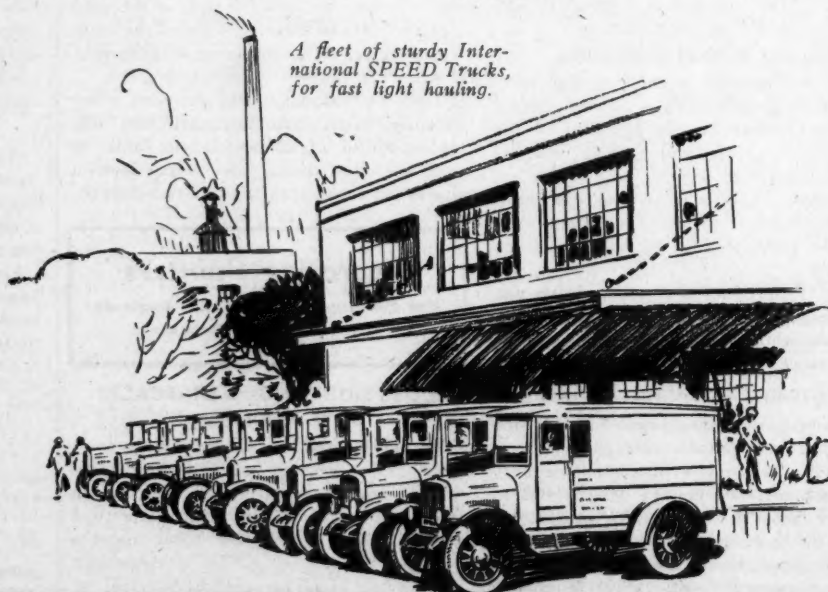
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## A Page for the Packer Salesman

### Can Salesman Be Too Easy?

**This One Lost Trade Till He Decided to Demand His Share**

By a Sales Manager.

Do you believe a salesman can be "too nice" with his customers?

I do, and to prove it I will give you the experience of one of our salesmen.

He was working a short route, consisting of 12 or 15 small to medium-sized towns on a "split route" proposition. That is, he worked part of his route alternating days, and the rest of it the other days of the week.

#### Never Could Get Tonnage.

We had set a quota of 10,000 pounds per week for that particular route, which Tom, as we will call him, had never been able to attain. We set out to find the reason.

I might say here that Tom was getting orders each trip from practically every one of his customers, but the total of all his orders was very light.

We went over his route carefully, and his trade were unanimous in declaring Tom a "good fellow," or a "nice boy," who had always "treated them fine," etc.

But this wasn't showing up in Tom's tonnage report at the end of the week!

After carefully considering the situation we decided that Tom's trade disposed of him very easily by giving him a small order to "fill in with," while they were buying their beef, bacon, hams, lard and all the heavy items that make tonnage of other packers' salesmen.

Tom was too darn nice to put up a fight for a share of this business!

#### And Then His Sales Doubled.

We explained all this to Tom, and he certainly has changed. His orders have decreased about 15%, but his total sales have practically doubled. In fact, he has far exceeded his quota.

After he had been gradually increasing his business for 2 or 3 weeks we had him in the office, and asked him how he was coming along.

He told us he had quit being a "nice boy." He simply told some of his trade he had to have more of their business, or for them to give it all to the other fellow.

His time was too valuable, and he was too busy to spend his time calling on them and getting orders for a few minced hams or pork trimmings, and he was going to sell them hams, bacon, etc.—or mark them off his list!

This probably was going to the other extreme. But the odd thing about it is that it worked, and Tom

is well up the list each week on the tonnage sheet!

H. J. L.

[Editor's Note.—Come on, boys! Who's next?]

### It Pays to Tell the Truth Selling Policy That Always Wins for Man on the Road

Here are some words of advice and warning from a packer salesman to his fellows on one of the cardinal points in salesmanship:

Brother Salesmen:

Do not lie to your competitor, for if you lie to him, you may expect a lie in return.

If you get what you expect, and your customer in turn lies to you, everybody lies, and the information you seek is all balled up, and consequently confusion reigns and neither you nor your house gain anything.

All questions should be answered truthfully. If the party asking the questions is not entitled to the information asked, just answer candidly that you regret you are not in a position to give him the desired information.

By sticking to the truth you will stop all unnecessary rumors concerning anything pertaining to your job of selling any and everything to any and everybody.

H. N. O.

#### SALESMANSHIP.

Some men slash prices right and left  
To keep their tonnage high,  
But they're never on the profit side,  
And still they wonder why!

Another sells to only trade  
He knows that he can "soak,"  
He shows a good fair profit—  
But his tonnage is a joke!

But the man who gets his million pounds,  
Good profits too as well,  
He's done his bit, and you must admit  
He's a salesman, sure as hell!

—Barney Longfellow.

### News of the Retailers

Gossip of the trade contributed by  
our salesman readers.

John Eberwien, who conducts a pork products and sausage manufacturing business in Pittsfield, Mass., recently returned from an extensive tour of Germany, Austria and Italy. Mr. Eberwien had his Stutz car along with him, which facilitated his travels, he having driven to some of the highest peaks on the Continent. Mr. Eberwien also took several trips in aeroplanes. He has many pictures to show and stories to tell of his travels, which were very interesting.

Drue Rankin of Roseville, Ill., has opened a new market in Monmouth, Ill. This is Rankin's No. 2. He has all new equipment.

Fowler & Shaw, Monmouth, Ill., are equipping their market with all new fixtures, including thirty feet of refrigerator counters, electric saw, electric slicing machine and refrigerator display front.

Haines & Son, Galesburg, Ill., are opening their market No. 3 in Bushnell, Ill. They own markets in Galesburg, Bushnell and Macomb.

### More About the Grave Digger

**Comments of Salesmen on the Effects of Price Cutting**

Any time you talk about "grave diggers" you arouse the interest of the packing-house salesmen. Here are two recent additions to the discussion from salesmen who are faithful readers of this page:

#### He Blames the Sales Manager.

Editor The National Provisioner:  
Referring to the article "Who Breeds the 'Grave Digger?'" In my opinion the responsibility lies largely with sales managers.

I am working for a house that has quality products and good prices. I am getting from 2 to 3 cents per pound more for my goods than my competitor, and I sell more and get my price.

For example, about a month ago a sales manager went to a market where I call, and undersold me one cent on his best brand of hams, just to get the business. The salesman could hardly be blamed for this.

Let us all stick to the price, then there will be no "grave diggers."

EASTERN SALESMAN.

#### Sales Head Should Make Price.

Editor The National Provisioner:  
I have been in sales organizations of the packing industry for the past twenty-eight years, and during this time have sold packinghouse products in almost every state in the Union.

I have never been in a territory yet where there was not some salesman who permitted his customers to price his goods; or who would not cut his own price, or lie to his sales manager to get a lower price, thereby demoralizing the market.

Ninety per cent of any salesman's troubles are caused from his price cutting. In my opinion the sales manager alone should make the price. If he is long, he lowers his price; if short, he raises it.

Let the price mean something!

A SALESMAN.

### What is Salesmanship?

**One Salesman's Experience Told in a Very Few Words**

By R. T. Paddock.

(EDITOR'S NOTE.—This was written for the "Salesman's Page" of THE NATIONAL PROVISIONER by a salesman subscriber who takes a great interest in his work.)

The first thing is to know the line of products you are selling.

And the salesman must be "sold" on the line he is selling before he is able to sell the trade.

Call on your trade early each day before the customer gets tired out talking to salesmen. And after getting the order, get out of his way, as there are others waiting to see him.

In talking meats I talk quality products, as I find in selling quality products such as Ark Brand we have no competitors. But in selling cheaper products I find competition.

And to keep up to the quality of the products you are selling, you must have some appearance and personality.

Do you use this page to help you in your business, Mr. Salesman?





This chart is the latest addition to THE NATIONAL PROVISIONER MARKET SERVICE SERIES, and shows the trend of prices of cash lard at Chicago from 1913 to date. There have been many requests for a chart of this character, showing trends as far back as the pre-war period.

It is significant that over a greater part of the period from January, 1913, to October, 1925, the average monthly price of cash lard was well below \$12.00. It was only in the four and one-half years from May, 1916, to January, 1921, that prices soared above this figure.

In that time they rose rapidly to a peak of \$34.00, and then declined sharply over a period of two years to a low of around \$9.00. It is only since September, 1924, that the figure has again risen above the \$12.00 average, ranging from \$12.00 to \$17.00 from that time to date.

Average lard prices have shown a rather close relation to average hog prices during the same period, indicating that the fluctuation in the receipts of hogs, which in turn is quickly reflected in price, has a direct influence on the cash lard market.

#### CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first 10 months of 1925, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND.			
(A) (1) PRODUCED			
	1925.	1924.	
	Pounds.	Pounds.	
January	194,188,000	227,089,000	
February	161,697,000	188,348,000	
March	115,018,000	177,602,000	
April	113,277,000	170,096,000	
May	109,183,000	167,289,000	
June	124,507,000	166,851,000	
July	118,989,000	177,565,000	
August	80,421,000	121,584,000	
September	84,972,000	103,645,000	
October	108,557,000	106,781,000	
Total	1,215,788,000	1,607,450,000	
CONSUMED.			
(B) (2) Exports			
	1925.	1924.	
	Pounds.	Pounds.	
January	80,545,775	136,153,855	
February	61,475,724	102,396,223	
March	64,250,355	102,955,004	
April	46,017,919	75,348,120	
May	72,407,593	65,479,648	
June	61,191,005	61,539,752	
July	51,644,747	80,154,745	
August	47,585,329	77,736,745	
September	62,407,038	62,273,117	
October	Not available	62,112,413	
Total	Not available	840,469,622	
(C) Domestic			
	1925.	1924.	
	Pounds.	Pounds.	
January	61,988,225	86,745,142	
February	60,998,276	71,471,777	
March	52,510,645	57,534,996	
April	76,942,061	78,152,880	
May	40,979,407	76,177,352	
June	55,691,392	80,420,245	
July	67,319,253	91,258,237	
August	74,035,671	68,843,255	
September	65,662,962	76,849,883	
October	Not available	97,160,587	
Total	Not available	784,614,377	
TOTAL.			
January	142,534,000	223,890,000	
February	122,474,000	173,868,000	

March	116,761,000	169,490,000
April	111,960,000	153,501,000
May	122,387,000	141,637,000
June	116,883,000	142,280,000
July	118,964,000	180,413,000
August	121,821,000	146,586,000
September	128,070,000	144,123,000
October	138,543,000	159,273,000
Total	1,240,197,000	1,625,084,000

(D) STOCKS HELD END OF MONTH			
On hand beginning year.	61,049,000	49,340,000	
January	112,704,000	54,130,000	
February	151,927,000	68,610,000	
March	150,182,000	85,722,000	
April	151,489,000	102,317,000	
May	138,295,000	127,949,000	
June	145,919,000	152,520,000	
July	145,924,000	149,672,000	
August	114,724,000	124,676,000	
September	71,626,000	84,198,000	
October	38,640,000	31,708,000	

(A) Includes entire production, both neutral and other edible by federal inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on farms.  
(B) Includes both neutral and other edible lard.  
(C) Apparent consumption.  
(D) Includes stock held in cold storage plants and packing house plants only.  
(1) Source:—Bureau of Agricultural Economics, Dept. of Agriculture.  
(2) Source:—Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

#### TO REGULATE DUTCH LARD.

Regulations issued by the Dutch Government, effective October 10th, are reported to cover the import of white grease by Holland, and to limit the manufacture of Dutch lard to establishments having a government license, and in which government chemists are stationed.

This appears to be an effort to guarantee the quality of Dutch lard, and to overcome as far as possible the ban that has been raised against it by England and Germany and the growing adverse sentiment in Belgium and France.

#### BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, November 27, 1925.

The lard market showed a heavy decline during the week, due to a plentiful supply and decreased demand.

Offerings of boxed meats by American packers were very limited, but Danish shipments increased.

The spot market on boxed meats was steady for quick shipment, although there is less disposition to buy for forward shipment at the lower prices quoted.

The general situation is quiet, with the holiday trade well taken care of.

Today's provision quotations are as follows: Shoulders, square, 108s; picnics, none; hams, long cut, none; American cut, 125s; bacon, Cumberland cut 120s; short backs, none; bellies, clear, 118s; Canadian, 126s; Wiltshires, 118s; spot lard, 81s.

#### GERMAN PORK PRICES RALLY.

Prices of hogs at Berlin and lard at Hamburg recovered sharply during the week of November 18, according to W. A. Schoenfeld, Berlin representative of the Department of Agriculture. Lard reached the highest point since October 14.

#### DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending Nov. 21, 1925, amounted to 2,980 metric tons, according to cable reports to the U. S. Department of Commerce. Of this amount 2,913 metric tons went to England.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Easier—More Hogs Moving—Some Liquidation—Export Demand Quiet.

Hogs showed further recessions the past week, and were off over  $\frac{1}{2}$ c a pound. Product was under pressure and also declined with only a moderately active demand at the decline, but there was enough buying to cause some reaction.

The hog position continues to attract a great deal of attention. This and the position of corn is one of the principal topics in the country.

### Corn Situation Attracts Attention.

In corn, there is a tremendous amount of agitation just at present in some sections, and this is receiving a good deal of attention from Washington. The price of corn in some of the leading corn states, after deducting the freight from Chicago, is very disappointing, but the large yields mean quite a good return per acre.

With the price at Chicago around 73@75c for contract corn, and with lower grades proportionately, the situation as to feeding values is one which is attracting a great deal of discussion. Corn on the hoof is worth 25@30c a bushel more than corn in the terminal markets, and where livestock is available, the farmers are not making such a bad break on the basis of the price of corn and the price of livestock.

Owing to the reports of big yields there seems to be a growing impression that the crop will be considerably larger than the last Government estimate which will mean a larger supply in the leading hog states, as the great production is in the surplus states and the hog states.

### Livestock Movement Good.

The movement of livestock has continued very good this year on everything excepting hogs. The comparative figures of the inspected slaughter for the month of October and for ten months ending with October, follow as officially reported.

	1925.	1924.
Hogs, October .....	3,314,352	3,498,135
Hogs, 10 months .....	34,863,693	41,631,384
Cattle, October .....	1,066,528	1,016,289
Cattle, 10 months .....	8,064,485	7,715,314
Calves, October .....	486,011	473,468
Calves, 10 months .....	4,509,078	4,127,056
Sheep, October .....	1,083,073	1,147,514
Sheep, 10 months .....	10,140,984	10,068,952

The decrease in hogs for ten months of 6,768,000 is partly made up by the increase in cattle and calves, but the decrease in the total production of meats and fats is serious compared with last year. There seems to be some evidence that the marketing of hogs may not be much behind last year, for a while at least.

### Demand for Product Increasing.

Demand for product of all kinds in the general way appears to be increasing to some extent. An analysis put out by Washington states that in the past decade the consumption of imported meats in the United Kingdom, Germany, Netherlands and France, which countries in the period 1909-13 accounted for over 92 per cent of the European net imports of meats and animal fats, has increased by more than 58 per cent.

During the same period meat exports of the principal producing areas has increased more than 74 per cent. Not only have the latter countries met the increased demand from mid-western Europe, but they have increased production sufficiently to build up an export meat trade with those countries, which before the war were largely self-supporting, and are now wholly or partially dependent on other than domestic supplies.

The recent export movement from the U. S. continued disappointing. Shipments of lard the past week as reported by the U. S. Department of Commerce were 9,163,000 lbs. Exports of meats totaled 7,820,000 lbs, outside of pickled pork.

The total movement this season up to November 14th has been 597,000,000 lbs.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending November 21, 1925, are reported by the U. S. Department of Commerce, with comparisons, as follows:

Hams and Shoulders, including Wiltshires.				
	Nov. 21, 1925.	Nov. 22, 1925.	Nov. 14, 1925.	Nov. 21, 1924.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	2,175	2,558	3,500	230,609
To Belgium .....			31	7,839
Germany .....		75		310
Netherlands .....				790
United Kingdom .....	2,153	2,208	3,066	195,167
Other Europe .....				2,249
Canada .....		26	304	6,108
Cuba .....		208	359	12,652
Other countries .....	22	41	14	5,894
Bacon, including Cumberland.				
	Nov. 21, 1925.	Nov. 22, 1925.	Nov. 14, 1925.	Nov. 21, 1924.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	4,833	5,448	4,320	184,533
To Belgium .....	371		72	4,433
Germany .....	546	1,148	456	13,694
Netherlands .....	145	167	45	4,094
United Kingdom .....	3,184	3,493	3,308	114,335
Other Europe .....	592	519	394	25,479
Canada .....	20		40	2,699
Cuba .....		53		17,052
Other countries .....	5	68	4	2,777
Lard.				
	Nov. 21, 1925.	Nov. 22, 1925.	Nov. 14, 1925.	Nov. 21, 1924.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	8,526	15,851	9,163	605,245
To Belgium .....	830	290	185	13,286
Germany .....	1,751	6,718	1,778	176,396
Netherlands .....	172	1,337	364	31,745
United Kingdom .....	4,297	3,068	4,390	192,731
Other Europe .....	325	1,824	896	43,820
Canada .....	155		65	8,200
Cuba .....	299	1,584	829	68,209
Other countries .....	697	151	677	70,858
Pickled Pork.				
	Nov. 21, 1925.	Nov. 22, 1925.	Nov. 14, 1925.	Nov. 21, 1924.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	404	105	295	23,858
To Belgium .....				169
Germany .....				430
Netherlands .....	5			114
United Kingdom .....	39			2,958
Other Europe .....	105		10	1,883
Canada .....	220	96	222	6,675
Cuba .....			1	3,455
Other countries .....	35	9	16	8,174

### TOTAL EXPORTS BY PORTS.

	Hams and shoulders.	Bacon.	Lard.	Pickled pork.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	2,175	4,833	8,526	404
Boston .....				
Detroit .....	1,280	506	1,483	26
Port Huron .....	631	550	965	223
Key West .....	2	5	5	0
New Orleans .....	22	5	966	35
New York .....	233	3,772	4,971	120
Philadelphia .....			111	

### DESTINATION OF BRITISH EXPORTS.

Exported to		Hams and shoulders.	Bacon.
		M lbs.	M lbs.
United Kingdom (Total) .....		2,153	3,184
Liverpool .....		981	2,062
London .....		363	568
Manchester .....		12	15
Glasgow .....		251	94
Other United Kingdom .....		546	417
Exported from		Lard.	
		M lbs.	
Germany (Total) .....		1,751	
Hamburg .....		1,685	
Other Germany .....		56	

\* Revised to October 31, 1925.

b Report not received.

of lard against 835,000,000 lbs. last year; hams, 228,000,000 lbs. against 292,000,000 lbs.; and bacon, 178,000,000 lbs. against 293,000,000 lbs. The recent export movement, however, is comparing fairly well with the corresponding time last year.

### Market Situation Unsettled.

The situation in the market at the moment seems to be a little undecided. The position of lard and oil is being studied very carefully for some indication of a change in the price level which will help the demand for lard as against the demand for oil. The advance in prices the past two weeks has been about equal so that the relation is not substantially changed.

The last consumption report of cottonseed oil showed a heavy movement into distribution with a total disappearance of 426,000 bbls. or 160,000,000 lbs., which is two and a half times the average distribution from month to month of lard.

The decrease in the exports of lard this year has been equal to 135,000,000 lbs. in round numbers, or the product of about 4,000,000 hogs. With the present movement of hogs and the prospects the domestic trade is taking care of the product of nearly 2,000,000 hogs a month, so that the surplus product apparently has to be absorbed for export.

The demand for meats for export is not very aggressive; nevertheless, there seems to be quite a steady demand which is absorbing a good deal of product which otherwise would be pressing on the market. The analysis of the Department of Commerce would seem to indicate that there was a chance for maintained good trade for export, providing the price level could be met.

Packing of hogs at western points the past week amounted to 683,000 against 595,000 the previous week and 1,094,000 the same week last year.

PORK.—The market was dull and firm with mess New York, \$38.50; family \$41@45; fat backs, \$38.

At Chicago, mess was quoted at \$35.

LARD.—The market was quiet but steady with prime western New York quoted \$16.40@16.50; middle western, \$16.25@16.35; city at 16c; refined Continent, 17c; South America, 18 $\frac{1}{4}$ c; Brazil kegs, 19 $\frac{1}{4}$ c, and compound at 12 $\frac{3}{4}$ c.

At Chicago regular lard in round lots quoted at 10c over November, leaf lard 40c under November and loose lard 55c under November.

BEEF.—Demand was fair and the market very firmly held. At New York mess \$24@25; packet, \$24@25; family, \$27@28; extra India mess, \$41@42; No. 1 canned corn beef, \$3; pickled tongues, \$55@60, nominal.

SEE PAGE 39 FOR LATER MARKETS.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Nov. 21, 1925, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef .....		160
Canada—Lamb carcasses .....		1,746
Canada—Pork tenderloins .....		5,065 lbs.
Canada—Smoked pork .....		3,457 lbs.
Canada—Beef tongues .....		23,243 lbs.
Canada—Calf livers .....		528 lbs.
France—Tripe in tins .....		200 lbs.
Holland—Sausage in tins .....		2,500 lbs.
Holland—Smoked ham .....		1,545 lbs.
England—Bouillon cubes .....		2,000 lbs.
Germany—Sausage in tins .....		4,000 lbs.
Germany—Smoked hams .....		2,065 lbs.
Ireland—Smoked pork .....		1,095 lbs.



## Low Cost Warm Water Supply



### For Wash Sinks and Shower Baths

Steam at 5 to 100 lbs. pressure and Cold Water at any pressure, piped to this Powers mixer will give you COLD—WARM—or HOT water—instantly. It maintains whatever temperature is desired regardless of pressure changes on steam or cold water lines.

Positively safe against scalding—no "shots" of hot or cold water—no noise! Economical and Durable.

### Hot Water For Sterilizing

Hot water—as hot as needed for sterilizing—is always on tap where this Mixer is installed. It solves one of the problems of the Packing plant.

**Simple**—no thermostat. Purely mechanical in operation.

**Safe**—no scalding. Can be set to limit temperature of warm water.

**Sure**—responds instantly—always ready.

**Easy to Install.**

**THE POWERS REGULATOR CO.**

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### BRITISH PROVISION LETTER.

(Special Letter to The National Provisioner.)

Liverpool, England, Nov. 14, 1925.—The situation on this market is firming up in line with Danish bacon, which has advanced 4s@8s per cwt. here to-day. This has firmed up Canadian Wiltshires, and has also had the effect of steadying American bellies and Cumberlands.

Our market is very bare of stocks of all American meats, and with shipments light prices are likely to be maintained for a little while. The market, however, is rather overshadowed with cheap c.i.f. offers both on bellies and hams for December and January shipment.

Lard has firmed up during the week, and with better cables from Chicago prices are tending now to advance. With any support from America we are likely to have a much higher market on lard in the near future.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Nov. 1 to Nov. 25, were 16,514,124 lbs.; tallow, none; greases, 1,953,200 lbs.; stearine, none.

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Nov. 21, 1925, with comparisons:

To	PORK, BBLIS.		From Nov. 1, 1925, to Nov. 21, 1925.
	Week ended Nov. 21, 1925.	Week ended Nov. 22, 1924.	
United Kingdom...	50	197	100
Continent .....	550	250	790
West Indies .....	400	62	490
B. N. A. Colonies...	...	120	...
Total .....	1,000	629	1,380

BACON AND HAMS, LBS.			
United Kingdom...	7,737,750	11,820,500	20,055,750
Continent .....	1,024,000	932,500	3,111,500
B. N. A. Colonies...	...	31,000	...
Other countries...	...	275,000	62,500
Total .....	9,361,750	13,059,000	23,229,750

LARD, LBS.			
United Kingdom...	3,106,500	4,380,833	13,094,055
Continent .....	2,981,871	2,488,375	9,710,063
Sth. and Ctl. Amer.	26,000	...	333,000
West Indies .....	68,000	41,140	142,000
Other countries...	...	4,200	1,400
Total .....	6,182,371	6,914,548	23,280,518

### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York .....	600	4,004,750	4,971,371
Philadelphia .....	...	...	56,000
New Orleans .....	490	...	94,000
Montreal .....	...	5,357,000	1,061,000
Total week .....	1,090	9,361,750	6,182,371
Previous week .....	100	6,899,750	8,934,002
2 weeks ago .....	190	6,968,250	8,163,548
Cor. week 1924 .....	567	13,059,000	6,914,548

Comparative summary of aggregate exports in lbs., from Nov. 1, 1925 to Nov. 21, 1925.

	1925-1925.	1924-1924.	Increase.	Decrease.
Pork, lbs. ....	276,000	215,400	60,600	...
Bacon and Hams, lbs. ....	23,229,750	41,052,250	...	17,822,500
Lard, lbs. ....	23,280,518	27,012,008	...	3,731,490

## F. C. ROGERS BROKER Provisions

Philadelphia Office:  
Ninth & Noble Streets

New York Office:  
New York Produce Exchange

### DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending November 14, 1925, amounted to 3,426 metric tons, according to a cablegram to the U. S. Department of Commerce. Of this amount, 3,364 metric tons went to England.

### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Nov. 21, 1925, with comparisons, as follows:

	Week ending Nov. 21.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses ..	8,056	8,805	8,993
Cows, carcasses ..	1,337	1,257	1,707
Bulls, carcasses ..	130	78½	263
Veals, carcasses ..	12,350	15,040	11,686
Hogs and pigs ..	...	...	54
Lambs, carcasses ..	19,837	20,940	26,665
Mutton, carcasses ..	4,418	4,482	3,593
Beef cuts, lbs. ....	322,261	384,740	132,113
Pork cuts .....	979,019	1,117,238	1,748,046
Local slaughters:			
Cattle .....	8,719	8,972	11,071
Calves .....	12,480	11,240	13,107
Hogs .....	65,733	69,800	76,019
Sheep .....	48,852	40,877	59,280

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending November 21, 1925, with comparisons:

	Week ending Nov. 21.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses ..	2,420	2,037	2,453
Cows, carcasses ..	2,588	2,767	2,407
Bulls, carcasses ..	43	30	81
Veals, carcasses ..	1,845	2,070	1,380
Lambs, carcasses ..	14,512	11,676	13,077
Mutton, carcasses ..	587	637	772
Pork, lbs. ....	537,237	393,345	651,218
Local slaughters:			
Cattle .....	2,636	2,508	2,775
Calves .....	1,749	1,624	1,943
Hogs .....	13,517	14,112	29,088
Sheep .....	7,902	5,594	4,210

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending November 21, 1925, with comparisons:

	Week ending Nov. 21.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses ..	2,381	2,714	2,739
Cows, carcasses ..	792	1,056	944
Bulls, carcasses ..	250	290	250
Veals, carcasses ..	1,718	2,388	2,500
Lambs, carcasses ..	7,398	7,746	10,383
Mutton, carcasses ..	1,074	1,301	1,145
Pork, lbs. ....	383,504	474,459	446,886
Local slaughters:			
Cattle .....	1,973	2,033	1,900
Calves .....	2,350	2,174	2,924
Hogs .....	22,595	24,194	28,190
Sheep .....	6,481	5,490	5,568

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Nov. 25, 1925.—Wholesale prices on green and S. P. meats: Pork loins, 28@29c; green hams, 8-10 lbs., 24c; 10-12 lbs., 21c; 12-14 lbs., 20c; green picnics, 4-6 lbs., 16@18c; 6-8 lbs., 15@17c; green clear bellies, 6-8 lbs., 25c; 8-10 lbs., 25c; 10-12 lbs., 24c; 12-14 lbs., 23c; S. P. bellies, 6-8 lbs., 22c; 8-10 lbs., 23c; 10-12 lbs., 22½c; 12-14 lbs., 22c; S. P. hams, 8-10 lbs., 24c; 10-12 lbs., 23½c; 12-14 lbs., 23c; 18-20 lbs., 22@23c; dressed hogs, 19½c; city steam lard, 16c; compound, 12½c.

### Two Pickling Vats for Price of One

"Ideal" Storage Vats—for pickling and curing meat

United Cooperage Co., 1115 Fullerton Ave. Chicago, Ill.

Orders given prompt attention

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been quiet but strong and while no important business has been disclosed at New York, claims were made of sales from the west to Boston points at equal to 10½¢ New York. It was evident that no appreciable quantity of tallow could be bought at New York below that figure and there were intimations that producers were holding for 10½¢.

While there was no outward appearance of any material business, there was an undercurrent of belief that a fair trade was being carried on in small lots, and that business was passing at prices better than those being quoted.

The cottonoil market again reported evidence of a fair soapmakers' demand, while the situation in other soapmakers' materials ruled firm under the lead of the tallow market.

At New York special was quoted at 10½¢; extra at 10¼¢@10½¢; edible 11½¢@11¾¢.

At Chicago the market on tallow was firm with an occasional trade reported in packers prime at 10¼¢ f.o.b. Chicago. At Chicago edible was quoted at 10½¢@10¾¢; fancy, 10½¢@10¾¢; prime packer, 10¼¢@10½¢ and No. 1 at 9¾¢.

At the London Auction on Wednesday, November 25, some 1,535 casks were offered, and 661 sold at unchanged to 6d advance from the previous week with mutton quoted at 47s 6d@49s, beef at 44s @46s 6d, and good mixed at 43s 6d.

At Liverpool Australian tallow was unchanged for the week with fine quoted at 46s, and good mixed at 45s.

**STEARINE**—The market has been very firm with a better demand and owing to the lifting of the surplus off the market, with sales recently New York at 14½¢; and with oleo New York quoted at that figure.

At Chicago, oleo was quoted at 14¢.

**OLEO OIL**—The market was dull but steady, with demand limited from all directions, but with no pressure in evidence owing to the firmness in other markets. At New York extra sold at 13½¢, medium quoted at 12½¢ nominal, lower grades at 12½¢ nominal.

At Chicago extra quoted 13@13½¢.

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—A better demand, firmness in pressing stock, and higher prices featured this market the past week. At New York edible quoted at 19¾¢; extra winter at 15¢; extra, 14¼¢; extra No. 1, 13¾¢; No. 1, 13¼¢; and No. 2, 12¾¢.

**NEATSFOOT OIL**—Improvement in consumers demand and firmness in raw materials made for a stronger market in this quarter with pure New York quoted at 14¾¢; extra, 13¾¢; No. 1, 13¼¢; and cold test at 17¾¢.

**GREASES**—A rather firm market featured the week in greases. A better demand was in evidence and the market was again helped by a strong tone in tallow and other oils. In some quarters demand for greases has been reported limited, while in other quarters the demand was said to be better.

Offerings were moderate and firmly held, and the belief appeared to prevail that the grease markets would continue strong until after the turn of the year. Export demand has been rather limited, but there has been some business in choice white grease at about the recent ruling level.

At New York yellow quoted at 9@9¼¢; choice house, 9@9¼¢; A white, 9¾¢; B white, 9½¢; choice white, 11¼¢@11¾¢.

At Chicago the grease market was firm with low grade stock ruling strong. Loose white grease was quite firm. At Chicago choice white quoted 10¾¢@10¾¢; A white, 10@10½¢; B white, 9¾¢@10¢; yellow 9@9¾¢, and brown, 8½¢@8¾¢.

## Packinghouse By-Products

### Blood.

Chicago, November 25, 1925.

Better grades of feeding material were held at \$4.50 and fertilizer at \$4.00. Buyers seemingly were not greatly interested.

#### Unit ammonia.

Ground ..... \$4.00@4.50  
Crushed and unground ..... 3.75@3.90

### Digester Hog Tankage Materials.

Sellers and buyers were too far apart to admit of many trades. Prime lots were held at \$4.65 to \$4.75 and other grades at \$4.25 to \$4.40, or around 50¢ per unit above buyers' ideas.

#### Unit ammonia.

Ground, 10 to 12% ammonia ..... \$4.60@4.75  
Unground, 11 to 13% ammonia ..... 4.35@4.60  
Unground, 7 to 10% ammonia ..... 4.00@4.25

### Fertilizer Tankage Materials.

High grade ground sold at \$3.40 and 7 per cent at \$3.00. Relatively low cost of cotton seed meal prevents much trading at most sellers' ideas.

#### Unit ammonia.

High grade, ground 10-12% ammonia ..... \$3.40@3.50  
Lower grade, ground, 6-9% ammonia ..... 3.00@3.30  
Medium to high grade, unground ..... 2.90@3.15  
Renderers and lower grade, unground ..... 2.60@2.80  
Hoof meal ..... 3.35@3.50  
Grinding hoofs, pig toes, dry, per ton ..... 28.00@40.00

### Bone Meals.

Trading was limited by reason of present buyers being too wide apart in their price views.

#### Per ton.

Raw bone meal ..... \$28.00@45.00  
Steam, ground ..... 24.00@26.00  
Steam, unground ..... 19.00@22.00

### Cracklings.

The market continued firm at the quotations below:

#### Per ton.

Pork, according to grease and quality ..... \$65.00@85.00  
Beef, according to grease and quality ..... 45.00@60.00

### Bones, Horns and Hoofs.

Prices advanced around \$5.00 per ton and demand showed considerable improvement.

#### Per ton.

Horns, unassorted ..... \$50.00@100.00  
Culls ..... 32.00@34.00  
Hoofs, unassorted ..... 35.00@38.00  
Round shin bones, unassorted ..... 42.00@45.00  
Flat shin bones, unassorted ..... 40.00@42.00  
Thigh, blade & buttock bones, unassorted ..... 38.00@42.00  
(NOTE—Foregoing prices are for mixed carloads of materials indicated above.)

### Glue and Gelatine Stocks.

Sellers and buyers could not reach an agreement and as a result trading was at a standstill.

#### Per ton.

Calf and kip stock ..... \$24.50@28.00  
Rejected manufacturing bones ..... 42.50@45.00  
Horn piths ..... 28.00@30.00  
Cattle jaws, skulls and knuckles ..... 33.00@34.00  
Junk and hotel kitchen bones ..... 27.00@29.00  
Sinews, pizzies and hide trimmings ..... 20.00@22.00

### Animal Hair.

All price changes tended downward owing to so many resale lots being put

on the market, this applying especially to processed grey summer take-off.

Coll, dried, lb. .... 3¼@4¼  
Processed, lb. .... 7 @11  
Dyed ..... 9 @13  
Cattle switches (115 to 100), each ..... 3¼@3¼  
Horse tails, each ..... 45 @50  
Horse mane hair, green, lb. .... 14 @15  
Unwashed dry horse mane hair, lb. .... 19 @20  
Pulled horse tail hair, lb. .... 45 @50

### Pig Skin Strips.

Sellers held prices around ½¢ per pound above those of the buyers.

Prime No. 1, tanner grade, per lb. .... 9@7¼  
Edible grades, unassorted ..... 4@5¼

## OCT. MARGARINE STATISTICS.

Production of margarine, both colored and uncolored, for the month of October in the United States, as estimated from sales of revenue stamps by the U. S. Treasury Department, was as follows:

	Oct., 1925.	Oct., 1924.
Margarine, colored.....	1,046,190	701,090
Margarine, uncolored.....	24,565,752	18,515,880

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, November 25, 1925.—High grade ground tankage for fertilizer purposes was sold here at \$4.20 & 10¢ and the general asking price is \$4.25 & 10¢, with little buying interest for this grade of material. Only one local producer, however, has any stock accumulated, it is said.

Several lots of dried blood were sold at about \$3.95 New York. South American tankage and blood is offered at \$4.25 c.i.f. Atlantic ports, but no recent trades have been reported.

Cracklings are higher in price with a fair demand. The fish factories have discontinued operations for the season and fishing is still in progress along the North Carolina coast with fish at \$4.00 to \$4.25 f.o.b. factories.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 24, 1925.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil in casks 2,000 lbs., 9½¢ lb.; olive oil foots, 9@9¼¢ lb.; East India Cochin cocoanut oil, 16¾¢ lb.; Cochin cocoanut oil, domestic, 16¢ lb.; Ceylon grade cocoanut oil, 15¢ lb.

Prime summer yellow cottonseed oil, 11¼¢@12¼¢ lb.; soya bean oil, 13½¢ lb.; red oil, 11½¢@12¼¢ lb.

Extra tallow, f.o.b. seller's plant, 10¼¢ lb.; dynamite glycerine, nom. 24¢ lb.; chemically pure glycerine, nom. 25¢ lb.; saponified glycerine, nom. 16½¢ lb.; crude soap glycerine, nom. 14¾¢ lb.; prime packers grease, nom. 9½¢ lb.

How should the hog "sticker" work to avoid damage to shoulder meats? Ask The Blue Book, the "Packers' Encyclopedia."

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**

COVINGTON, KY. Opposite Cincinnati, Ohio.

**Buyers of Beef and Pork Cracklings**

**Both Soft and Hard Pressed**



# THE BLANTON COMPANY St. Louis, U. S. A.



*Refiners of*

**White Butter Oil--Yellow Cooking Oil--Salad Oil--Peanut Oil**

*Manufacturers of*

**Shortening and Margarine**

**YOUR BROKER**

**IS OUR SELLING AGENT  
GIVE HIM YOUR INQUIRIES  
CARLOADS—LESS CARLOADS**

## RISE OF COTTONSEED OIL.\*

*From the Cotton Oil Press.*

The only difference between fats and oils is that of temperature.

At moderately high temperature all fats become oils; at low temperatures oils become solid fats. For simplicity chemists are using the term fats to describe both fats and oils, as chemically they have very nearly the same constitution.

### Fats Essential to Mankind.

Fat has always formed an important part in the human diet. Races of Northern Europe have always supplied themselves from animal sources, while in the countries surrounding the Mediterranean, where olive trees thrive abundantly, the people have used oils.

Whenever we see oil mentioned in the Bible or the writings of ancient historians we may know that olive oil is intended.

The North American climate is not favorable to the growth of olive trees. As a result, for many years its inhabitants, mostly of nordic origin, have followed ancestral habits and provided themselves with fat from the hog and other animals.

Nearly a hundred years ago it was discovered that oil could be produced from the cotton seed. It was not until after the war between the states in America that this oil was produced in any quantity.

### Cottonseed Once Called Nuisance.

In those days cotton seed was considered a nuisance and laws were passed prohibiting its disposal in the water courses,

because it interfered with the fishing and also hurt the water for drinking purposes.

Chemistry came to the aid of the oil crusher and showed him how to convert his dark product into a beautiful pure oil more neutral than that of the olive. The result has been that cotton seed ceased being a waste product, and is now in demand at around \$40.00 a ton. During the war it was worth at times over twice that.

### Ton of Seed from Two Bales of Cotton.

For every two bales of cotton there is produced one ton of seed. This year with a crop of approximating 14,000,000 bales of cotton there will be in the neighborhood of 7,000,000 tons of seed, 80 per cent or more of which will yield to the oil mills in the neighborhood of 4,000,000 barrels of oil of 400 pounds each.

This enormous production stacks up very well with olive oil crop of the Mediterranean. Cotton seed oil is to America what olive oil is to Europe. It is for this reason that we call the cotton seed the Dixie olive.

Large quantities of refined oil are used in the preparation of salad oils in the same manner as the best olive oils. The greater proportion of the crop, however, is utilized in making cooking fats of a texture similar to hog lard, because a semi-hard fat is preferred by most of our inhabitants.

### Hardening Refined Oil.

Refined oil is hardened by the now well-known process of hydrogenation. This consists of heating the oil to the proper temperature in the presence of specially prepared nickel and passing hydrogen gas through the mixture.

The gas is absorbed by the oil, which is converted into a fat of the desired consistency. The nickel is recovered after the operation and used over again. None of it remains in the finished product.

Chemists call this nickel a catalyst. It

brings about a union between the hydrogen and the oil, in the same way that the parson performs the marriage service without becoming a member of the family thus created.

### By-Products of Cotton Seed.

Cotton seed furnishes other valuable products besides the oil. In refining the oil a by-product known as soap stock is produced. This goes into many laundry soaps and soap powders.

It is a practice in many places to distill the soap stock so as to obtain a pure material. In the process of distillation a valuable pitch is left behind. This is used in large quantities for roofing materials, paints, rubber substitutes, etc.

In preparing the seed for crushing about 5 per cent of fibre is removed. This fibre, according to its quality, is used in making mattresses, padding upholstery, preparing absorbent cotton, as a basis for gun cotton, and manufacture of artificial silk.

The hull which forms outer coating of the seed is used as a cattle feed, supplementing hay.

After the oil has been pressed from the meat or kernel of the seed a hard cake is left behind, which is ground into meal which is a very valuable cattle feed on account of its high content of protein. All grains and seeds contain protein, but there is great difference in the nutritive value of protein from different sources.

### Protein from Beef Superior.

Protein from beef is much more readily assimilated and builds up the tissues in a superior manner to the protein of beans, which are well known to be one of our richest vegetable sources.

Recent investigations by the U. S. Department of Agriculture have shown that the protein of the cotton seed closely resembles the protein of meat.

\*From an address given by Dr. David Wesson before the Ottawa, Canada, section of the American Institute of Chemical Engineers.

# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Dull—Under Tone Steady—Crude Firm—Cash Trade Less Active—Soap Makers Still Taking Oil—Tallow Strong—Lard Irregular.**

The cottonoil future market on the New York Produce Exchange the past week has been rather dull but firm. In fact the market showed independent strength, considering the action in the outside markets.

Commission house trade was on both sides and more or less featureless, while the locals were doing little but were, generally speaking, friendly to the market. An undercurrent of bullish sentiment still existed among the trade in general, but the market first lacked leadership on the constructive side, and secondly, lacked outside interest of any extent.

### Look for Tightness in Nearby.

The conditions within the market itself continued one of strength as far as the immediate future is concerned, and as far as one can conservatively see ahead the prospects are for tightness in the nearby oil situation at least until after the turn of the year if not until the end of January.

Deliveries on November contracts have been about 1,500 bbls., the oil coming out of store at New York and going to consumers. This has about cleaned up the local store stocks and was reflected in relative strength in the November delivery, which gradually worked its way up to the spot basis.

There is a fair sized open interest in December and January, and with those months well below a favorable hedging differential it is felt that the short interest will have to cover in the ring and that those months will gradually work up to the spot basis or on a hedging parity with crude oil.

There is little prospect for any important December deliveries, as indications are that there are no refiners' hedges in that month. At the same time, the prospects for deliveries are minimized by the fact that the mills are still behind in their

orders and working to capacity, while the lack of pressure of crude oil continues to make for a situation where the mills are unable to accumulate any surplus refined oil stocks.

### Expect Good November Distribution.

The October Government report was extremely satisfactory and in all quarters it is expected that the November distribution will come pretty close to the October figures.

The crude markets have covered narrow limits the past week, the southeast and valley selling at 8½¢, while Canada paid 9¢ in the southeast. The market in the southeast and valley was generally quoted at 8¾¢@9¢, while Texas was 8½¢ nominal, with little heard of sales there due, it was said, to the strength in the seed market in Texas.

The demand for cash oil has subsided somewhat from the recent enormous demand as was to be expected, but the trade on the whole the past week was fair. Aside from the ordinary channels of distribution the very important factor again in evidence in the cash market was the buying of moderate amounts of good oil by soapmakers with further bids in the market from that source. As stated before, the soapmakers' takings cannot be overemphasized.

The tallow situation is very strong. At New York extra was nominally quoted at 10¼¢; but it was said that no round lots of tallow could be bought under 10½¢, while it was claimed that western interests had sold tallow to Boston equal to 10¼¢. Comparatively this makes crude oil relatively cheap as a soap kettle proposition.

### Lard Market Irregular.

The lard market has been irregular but the hog marketings have been moderate. Western hog slaughtering last week placed at 683,000, against 1,094,000 the same week last year. There was further evidence that hogs were being held and fed freely, and while this means more lard later in the season, it does not speak well for any immediate burdensome lard stocks.

The cotton market has been backing and filling and the corn market has been heavy in spite of fairly good export takings due to favorable weather and increased receipts. The oil market, however, has been ignoring the outside development and has been holding firmly on its own legs.

At no time was there any pressure on cottonoil. On the other hand the buying power was extremely light. The mills instead of selling crude and buying futures at the present small differential were holding crude and doing little or nothing in the future market.

The outside speculative trade in cotton oil apparently still impressed by the large cotton crop are not yet ready to grasp the constructive side based on the lack of refined stocks, the poorer quality of the seed this year, the possibilities of a crush not much if any larger than last year, in spite of the cotton crop, and the opening up of the soap kettle consuming channels. This is a feature that has not been a factor for many seasons past, but which promises to help lift the surplus production this season if any important way.

### Government Cottonseed Report.

The Census Bureau report on cottonseed oil and its products is as follows:

COTTONSEED.		1925.	1924.
Stock Aug. 1, tons.....		34,000	22,000
Received at mills, 3 months...		2,947,000	1,951,000
Crushed same time.....		1,499,000	1,096,000
On hand Oct. 31.....		1,270,000	873,000
CRUDE OIL.			
Stock Aug. 1, lbs.....		5,103,000	4,053,000
Produced 3 months.....		409,357,000	323,620,000
Shipped out same time.....		303,714,000	276,846,000
Stock Oct. 31.....		91,976,000	88,497,000
REFINED OIL.			
Stock Aug. 1.....		174,830,000	106,800,000
Produced 3 months.....		291,902,000	226,683,000
Stock Oct. 31.....		77,604,000	73,559,000
Crude oil exports 3 months.....		5,604,000	1,271,000
Refined oil exports, 3 months.....		8,389,000	3,173,000
REFINED COTTON OIL CONSUMPTION.			
Stock Aug. 1.....		174,830,000	106,800,000
Produced 3 months.....		291,902,000	226,683,000
Total.....		466,732,000	333,483,000
Stock October 31.....		77,604,000	73,559,000
Consumed, domestic-export 3 months.....		389,078,000	259,934,000
Equal in barrels.....		972,000	650,000

Total disappearance for the month was apparently 395,000 bbls., against 321,000 bbls. the previous month and 333,000 bbls. last year.

The visible supply of oil and seed was equal to 1,242,000 bbls., against 807,000 bbls. the previous month and 978,000 bbls. last year.

The visible supply increased 435,000 bbls. for the month against an increase of 493,000 bbls. last year. The visible supply is figured on the basis of 290 lbs. of oil per ton of seed and 9 per cent refining loss.

The disappearance of oil for the month appears to have been, including crude, 426,000 bbls.

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The same splendid organization which functions in the Cotton Market makes the New Orleans Cottonseed Oil Market unique in its completeness.

Contracts are for 30,000 pounds in bulk in storage in New Orleans and vicinity. Commissions are \$20.00 per round contract.

The movement of cotton seed oil to New Orleans is a natural one, and makes this a logical market.

Write for rules  
and information

New  
Orleans  
Cotton  
Exchange

COTTONSEED OIL.—Market transactions:

Friday, November 20, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1025	a
Nov.	500	1075 1075	1025	a 1075
Dec.	1300	1034 1022	1022	a 1025
Jan.	2000	1025 1003	1005	a 1003
Feb.			1005	a 1015
Mar.	3800	1036 1014	1014	a
April			1017	a 1025
May	8400	1051 1028	1030	a
June			1035	a 1040

Total sales, including switches, 17,400 bbls., P. Crude S. E. 9 asked.

Saturday, November 21, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1025	a
Nov.			1025	a
Dec.			1025	a 1040
Jan.	400	1010 1010	1014	a 1015
Feb.			1017	a 1025
Mar.	2500	1030 1016	1022	a
April			1025	a 1035
May	700	1043 1037	1038	a 1037
June			1036	a 1050

Total sales, including switches, 4,000 bbls., P. Crude S. E. 9 Asked.

Monday, November 23, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1025	a 1100
Nov.			1025	a 1100
Dec.	500	1030 1028	1025	a 1035
Jan.	1400	1012 1011	1010	a 1012
Feb.			1014	a 1017
Mar.	2600	1022 1015	1019	a 1021
April			1024	a 1030
May	1700	1037 1034	1034	a 1037
June			1039	a 1042

Total sales, including switches, 9,200 bbls., P. Crude S. E. 9 asked.

Tuesday, November 24, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1035	a
Nov.	100	1040 1040	1030	a 1050
Dec.	1500	1040 1030	1030	a 1038
Jan.	200	1020 1020	1020	a
Feb.			1021	a 1026
Mar.	2700	1033 1023	1030	a 1033
April			1032	a 1040
May	100	1045 1045	1046	a 1049
June			1047	a 1056

Total sales, including switches, 7,800 bbls., P. Crude S. E. 8 3/4-9.

Wednesday, November 25, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1065	a
Nov.	400	1050 1050	1070	a
Dec.	400	1037 1030	1037	a
Jan.	1500	1022 1019	1020	a 1022
Feb.			1025	a 1028
Mar.	1900	1030 1028	1030	a
April			1034	a 1040
May	1300	1047 1042	1045	a 1046
June			1051	a 1056

Total sales, including switches, 5,900 bbls., P. Crude S. E. 8 3/4-9.

Thursday, November 26, 1925.

Thanksgiving Day—No Markets.

SEE PAGE 39 FOR LATER MARKETS.

COCOANUT OIL.—A strong market continues, the result of a good demand for nearby and future shipment, with continued scarcity of nearby oil and limited offerings of forward shipment. Continued strength in tallow and other oils was also a factor.

At New York the market was more or less nominal for both crude and refined, as offerings of barreled oils were practically nil, while tanks, Pacific coast, were quoted at 12 1/4c; December shipment about 11 1/2c; January shipment 10 3/4c@11c, and February forward 10 1/4c asked.

SOYA BEAN OIL.—The market was quiet and steady with offerings light for nearby shipment, but buyers were inclined to look on, for the moment. At New York crude and refined were nominal, while sellers' tanks, coast, were quoted 11@11 1/4c and forward shipment at 10 3/4c.

CORN OIL.—The market was quite firm, with a good demand for crude and refined, with strength in cotton oil still a helpful influence; at New York refined, bbls., quoted 13 1/4@13 1/2c; cases, \$13.88; tanks, f.o.b. mills, 9 1/2c.

PALM OIL.—A better demand and a stronger market have been noted the past week, with soapmakers showing more interest, owing to the firmness in tallow, coconut oil and other greases. Nearby oil continues in limited supply.

At New York Lagos spot quoted 9 1/2c; shipment, 9 1/4@9 1/2c; Niger, spot, 8 3/4@9c; shipment, 8 1/4c.

PALM KERNEL OIL.—A firmer tone was noted here also with the nearby positions particularly strong owing to a good demand and the firmness elsewhere. Offerings of future shipments were more moderate.

At New York spot barrels quoted 10 1/2c@11c; prompt shipment casks, 10 3/4c; bbls., 11c.

PEANUT OIL.—Little or no news is available.

SESAME OIL.—The market is purely nominal.

COTTONSEED OIL.—The market continues quite firm, but demand the past week has been quieter. Strength in crude oil, however, checked declines. At New York refined barrels quoted 11@11 1/4c, while store stocks have been practically cleaned up. Southeast and Valley crude 8 3/4@9c.

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 25, 1925.

New Orleans market ruled fairly steady but quiet during most of this week until today when trading was unusually active and strong, a very large volume business being transacted. Some investment buying, others taking back hedges. Refiners are realizing more each day the difficulty they will experience in producing bleachable oil on account of quality of crude deteriorating on Tennessee, Arkansas, Mississippi, Missouri and Louisiana especially.

New Orleans cottonseed oil market, it is believed here, affords a splendid opportunity for compound buyers as rates are low to their manufacturing plants and the quality of the oil guaranteed. Crude mills well sold up and it is estimated that not over 50 tanks will move in the Valley at 9c. Some sales daily at 8 3/4@9c, depending upon quality and time of shipment. Texas and Louisiana mills not offering, being well sold and expecting higher prices; 8 1/2@8 3/4c bid Texas, according to location.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 25, 1925.—Prime cotton seed delivered Dallas, \$38.00; snaps and bollies, \$33.00@35.00, depending on quality; prime crude cottonseed oil, f.o.b. Dallas, 8 1/2c; 43 per cent meal and cake, \$34.00; hulls, \$10.00; linters, 3 1/4@5c. Weather clearing and warmer past week; markets normal.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 25, 1925.—Oil being produced from current receipts running low in quality and is being sold at 8 3/4c in Mississippi Valley on special flag settlement. Better grade oil is selling at 9c for nearby delivery. Good weather has resulted in increased offerings; 41 per cent meal, \$33.50, Memphis; however, majority trades being made on sample.

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, November 1 to November 25, 1,605 bbls.

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## COTTONSEED OIL

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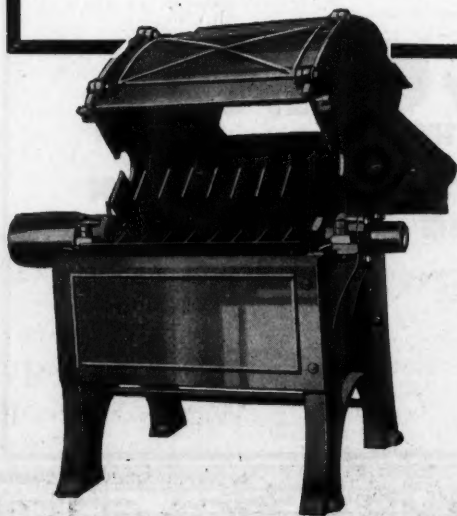
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products quiet the latter part of the week on account of the holiday. Undertone steady; hogs firm; cash trade rather slow.

### Cottonseed Oil.

Cottonseed oil strong the latter part of the week; December very tight, advancing on light offers, covering and strength in crude. Packers and refiners paying 9c Southeast and Valley; Texas, 8 3/4c bid. Cash trade quiet following holiday.

Quotations on cottonseed oil at Friday noon were: January, \$10.30@10.33; February, \$10.25@10.35; March, \$10.33@10.35; April, \$10.35@10.43; May, \$10.48; June, \$10.50@10.57; July, \$10.61@10.68.

### Tallow.

Tallow, extra, 10 1/4c.

### Oleo Oil and Stearine.

Oleo stearine, 14 1/4c sales.

## FRIDAY'S GENERAL MARKETS.

New York, November 27, 1925.—Spot lard at New York, prime western, \$16.45@16.55; middle western, \$16.25@16.35; city, \$16.00; refined continent, \$17.00; South American, \$18.25; Brazil kegs, \$19.25; compound, \$12.75.

(Latest provision cables on page 30.)

### Hull Oil Market.

Hull, England, November 27, 1925.—(By Cable.)—Refined cottonseed oil, 39s 9d; crude cottonseed oil, 36s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to November 27, 1925, show exports from that country were as follows: To England, 126,970 quarters; to the continent, 18,338 quarters; to other ports, none.

Exports for the previous week were: To England 124,909 quarters; to the continent, 113,079 quarters; to other ports, none.

## ARGENTINE CATTLE SLAUGHTER.

At 2,528,000 head, cattle slaughtering in Argentina for the period January to July, 1925, decreased 12 per cent below the 2,912,000 head for the corresponding period of 1924. Killings last year were unusually heavy.

## OCTOBER CANADIAN LIVESTOCK.

Summary of top prices for livestock at leading Canadian centers for the month of October, 1925, with comparisons:

BUTCHER STEERS (1000-1200 lbs.)			
	Oct., 1925.	Oct., 1924.	Sept., 1925.
Toronto	\$ 8.15	\$ 6.75	\$ 8.00
Montreal (W)	7.50	6.25	7.50
Montreal (E)	7.50	6.25	7.50
Winnipeg	7.00	5.50	7.00
Calgary	5.75	5.00	5.85
Edmonton	6.00	4.75	6.00

VEAL CALVES.			
	Oct., 1925.	Oct., 1924.	Sept., 1925.
Toronto	\$13.00	\$12.00	\$13.50
Montreal (W)	13.00	10.00	11.50
Montreal (E)	13.00	10.00	11.50
Winnipeg	7.50	6.00	7.50
Calgary	5.50	4.50	5.75
Edmonton	6.00	4.50	6.00

SELECT BACON HOGS.			
	Oct., 1925.	Oct., 1924.	Sept., 1925.
Toronto	\$15.08	\$12.38	\$15.38
Montreal (W)	13.75	11.00	14.75
Montreal (E)	13.75	11.00	14.75
Winnipeg	14.57	10.45	14.85
Calgary	14.52	10.17	14.50
Edmonton	14.30	10.30	14.02

GOOD LAMBS.			
	Oct., 1925.	Oct., 1924.	Sept., 1925.
Toronto	\$13.50	\$14.00	\$14.00
Montreal (W)	12.25	11.35	12.50
Montreal (E)	12.25	11.35	12.50
Winnipeg	11.25	13.00	12.50
Calgary	12.25	11.50	12.25
Edmonton	12.50	12.00	12.00

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

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## TURKEYS COST MORE.

Reports indicate that this year's Thanksgiving turkey in most sections of the United States cost from 8c to 12c more per pound than it did last year. The general supply of turkeys has been below that of a year ago, and below that of normal years.

With the possible exception of Chicago, the markets of the country have not shown a surplus, and Eastern markets were well cleaned up. In Chicago the early supply was relatively small, but this was supplemented by a rather heavy late supply, which resulted in some unsold turkeys.

What is the proper temperature for scalding hogs and how may it be maintained? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## TRADE GLEANINGS.

Uhl Meat Products Company has established a retail meat shop at 2001 South Meridian street, Indianapolis, Ind.

Texsun Packing Company has been incorporated in Brownsville, Tex., by H. H. Banker, C. H. Tandy and others.

Maplewood Home Made Sausage Company has been established in Oregon City, Ore., by Joseph Miller and Rudolph Burnet.

Kelley, Weber & Company are said to be contemplating the erection of a 1,000-ton fertilizer mixing plant at Lake Charles, La.

It is reported that Armour and Company will remodel and enlarge their packing plant in Milwaukee, Wis., formerly the F. C. Gross plant.

G. H. Lyall, prominent Boston tallow, grease and oil broker, has moved his offices from No. 10 High street, Boston, to No. 177 State street.

Summers Fertilizer Company, Baltimore, Md., has let contract for a new fertilizer storage plant at Canton, Md., at a cost of around \$200,000.

Armour and Company's new branch house at Aberdeen, Wash., was recently completed and occupied by the company. James W. Seibert is in charge.

Presidio Cotton Gin and Oil Company has been incorporated in Presidio, Tex., with a capital stock of \$30,000 by C. E. Crawford, H. E. Dupuy and others.

## PORK SUPPLIES IN LONDON.

British and Irish pork in London Central markets reached 2,354,000 lbs. in October. This was a decrease of 58,000 below September and of 2,248,000 lbs. below October, 1925, according to the U. S. Department of Agriculture.

Continental pork, however, reached 8,991,000 lbs., an increase of 692,000 lbs. Stocks of hams, bacon and shoulders at Liverpool as of October 31, 1925, stood at 6,105 boxes, a drop of 2,127 boxes from the September 30 figure, but a slight increase over October, 1924.

Refined lard in Liverpool on October 31, 1925, stood at 9,197,000 lbs., a decrease of 3,430,000 lbs. below September.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending November 21, 1925:

CATTLE.			
	Week ending Nov. 21.	Prev. week.	Cor. week. 1924.
Chicago	32,888	36,620	45,977
Kansas City	30,313	27,580	37,030
Omaha	20,493	23,443	24,490
East St. Louis	14,965	15,069	18,494
St. Joseph	10,041	11,761	8,500
St. Louis	9,317	9,922	6,300
Cudahy	1,016	1,065	956
Fort Worth	7,654	7,654	17,055
Philadelphia	1,973	2,033	1,960
Indianapolis	4,222	4,490	3,094
Boston	2,630	2,508	2,775
New York and Jersey City	8,710	8,972	11,071
Oklahoma City	5,280	6,152	11,841
Total	149,433	159,673	190,143

HOGS.			
	Week ending Nov. 21.	Prev. week.	Cor. week. 1924.
Chicago	121,700	105,200	238,200
Kansas City	26,282	22,555	57,948
Omaha	36,208	27,047	62,615
East St. Louis	41,474	39,856	50,322
St. Joseph	36,555	23,433	62,113
St. Louis	34,035	27,732	49,233
Cudahy	23,219	10,290	27,512
Ottumwa	14,932	14,523	20,159
Fort Worth	4,538	4,538	5,128
Philadelphia	22,595	24,190	28,190
Indianapolis	29,598	27,960	35,054
Boston	13,517	14,112	29,088
New York and Jersey City	65,733	69,300	78,019
Oklahoma City	8,123	5,896	5,665
Total	463,524	414,698	757,306

SHEEP.			
	Week ending Nov. 21.	Prev. week.	Cor. week. 1924.
Chicago	42,000	39,374	67,063
Kansas City	18,300	16,360	14,932
Omaha	19,322	21,558	28,592
East St. Louis	10,504	8,645	5,915
St. Joseph	16,833	13,627	12,364
St. Louis	8,128	7,819	6,424
Cudahy	276	532	536
Fort Worth	4,120	4,120	1,459
Philadelphia	6,431	5,490	5,568
Indianapolis	7,444	8,443	867
Boston	7,902	5,564	4,219
New York and Jersey City	48,852	40,877	50,200
Oklahoma City	42	200	24
Total	183,513	169,951	207,738



## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, Nov. 25, 1925.

**CATTLE.**—Fed steers with weight advanced to a relative stronger position as compared to a week ago, the upturn on such kinds amounting to around 25c. Yearlings on the other hand felt the depressing influence of the approaching poultry season and found slow outlet at weak to 25c lower prices.

The extreme top on commercial cattle was lifted to \$14.25, paid for a load of 1,427 lb. Missouri fed bullocks. Iowa fed offerings averaging 1,415 lbs. sorted off show string realized \$14.50. Best yearlings topped at \$13.00 on Tuesday and again today, these youngsters scaling 946 and 986 lbs. respectively. Mixed steers and heifers carrying high finish scored \$12.75.

Yearlings above \$11.00 and matured steers exceeding \$12.00 were relatively scarce in spite of the fact that the general killing quality in fed steers was raised to an appreciable extent due to the influx of stock show arrivals. Bulk fed kinds

turned at \$9.00 to \$11.50. A sprinkling of native and western grassers made \$7.00 to 8.00 mostly on killing account.

Fat she stock brought strong to 25c higher prices, butcher cows showing the maximum advance. Cannors and cutters at \$3.50@4.25 moved up 10@15c, strong-weight cannors realizing \$3.75. Bulls closed steady to strong. Vealers advanced around \$1.00.

**HOGS.**—In spite of the expected customary Thanksgiving depression in swine trade on account of consumptive demand turning to poultry, trade ruled in a healthy tone for the week and mild advances were registered as the net changes since last Thursday. The strength resulted from an extensive shipping demand in the face of slightly increased receipts locally.

Medium and heavy weight butchers gained 10@15c for the week, light weights sold steady to strong and little change occurred in light light and slaughter pig values. Packing sows scored 20@30c advances.

**SHEEP.**—Small receipts and an active outside demand served to force fat lamb values sharply higher during the week. Bulk of desirable kinds at the close made

\$16.00@16.50, with top at \$16.65. Most lambs closed 75c@1.00 higher, sorts and quality considered.

Cull native lambs and yearling wethers shared in the price betterment, the former being 50c higher and the latter 50 to 75c up. Most cull lambs moved at \$12.50 at the close, and choice yearling wethers sold upward to \$13.50.

Fat sheep also showed some price gain, most aged wethers selling strong to 25c higher, supplies being small. Choice wethers, mostly twos, sold upward to \$11.00, with aged offerings at \$9.50@10.00 largely. Best fat ewes scored \$8.50, with bulk of better grades at \$7.75@8.25.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., Nov. 25, 1925.

**CATTLE.**—Trade in beef steers opened the week very dull with prices somewhat lower. But since that time more activity has been in evidence and practically all of the early loss was regained with today's prices at about steady levels. Heavy finished steers have been very scarce and have been given some preference over the lighter weight offerings.

As a rule the quality was very plain with the bulk of the arrivals short fed selling from \$8.00@10.00. Desirable yearlings made the week's top at \$11.50, with medium weights at \$10.25 and heavies up to \$10.00. Quite a few plain steers arrived, some having had a short turn on grain, that sold from \$7.25@8.00.

Trade in she stock was rather dull and closing levels are weak to 25c lower than a week ago on all classes. Bulk of butcher cows sold from \$4.00@6.25; heifers, \$5.00@6.50, and cannors and cutters, \$3.15@3.75.

Prices on bulls are unchanged. Killing calves closed 25@50c lower with veals showing the most loss. Choice veals sold at \$9.00@9.50 on late days.

**HOGS.**—A rather slow trade featured the hog market during the period up until today when a sharp reaction partly regained recent declines. As compared with last Wednesday medium and weighty butchers are 15@25c lower, while lights and light lights are around 10@15c off.

Shipping demand has been broad for the lighter weight offerings and more than half of the week's supply went on orders.

Today's top reached \$11.30 on lights and \$11.50 on light lights, while best weighty butchers stopped at \$11.20. Packing sows are 35@40c lower with \$10.00@10.50 taking the bulk of today's offerings.

**SHEEP.**—Fat lambs met a good demand and prices are 25@50c higher than a week ago. Best fed western lambs sold up to \$15.75, while the bulk, including the better grades of natives brought \$15.00@15.40. Yearlings closed around 25c higher with numerous lots of fed offerings selling from \$12.00@12.75 and the best at \$13.00.

Aged sheep prices are about steady for the week with quality extremely plain. Odd lots of fed ewes reached \$8.00, but the bulk were of value to sell from \$7.00@7.50. Most of the fed wethers cashed from \$8.50@9.50.

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, November 25, 1925, as reported to THE NATIONAL PROVISIONER by leased wire by the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or sily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$11.50	\$12.00	\$11.25	\$11.30	\$11.10
BULK OF SALES	11.15@11.40	11.75@11.90	10.75@11.15	10.85@11.25	11.00@11.10
Hvy. wt. (250-350 lbs.), med.-ch.	11.25@11.50	11.50@11.70	10.90@11.25	10.85@11.20	10.90@11.00
Med. wt. (200-250 lbs.), med.-ch.	11.35@11.50	11.60@11.80	11.00@11.25	11.00@11.25	10.90@11.05
Lt. wt. (150-200 lbs.), com.-ch.	10.90@11.50	11.60@11.90	10.90@11.20	11.10@11.30	11.00@11.10
Lt. lt. (120-150 lbs.), com.-ch.	10.60@11.75	11.50@12.00	10.75@11.15	11.10@11.50	11.05@11.20
Packing sows, smooth and rough	9.90@10.85	9.85@10.50	10.25@10.75	9.85@10.50	10.00@10.25
Slighter pigs (120 lbs. down), med.-ch.	11.00@11.75	11.50@12.90	10.75@11.50	11.00@11.05	11.50@11.85
Av. cost and wt., Tues., (pigs excluded)	11.02-228 lb.	11.45-211 lb.	10.79-242 lb.	10.92-224 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
STEERS (1,500 LBS. UP):					
Good-ch	11.00@14.25	11.00@14.00	10.35@13.50	10.50@13.75	.....
STEERS (1,100-1,500 LBS.):					
Choice	12.00@14.25	12.50@14.00	11.40@13.50	11.65@13.75	.....
Good	8.90@12.50	10.00@12.50	9.50@11.50	9.00@11.75	9.00@11.75
Medium	8.35@10.25	7.50@10.00	7.25@9.50	7.00@9.15	7.25@9.00
Common	6.50@8.50	5.75@7.50	5.00@7.25	4.85@7.15	5.50@7.25
STEERS (1,100 LBS. DOWN):					
Choice	11.50@13.50	12.50@14.00	11.50@13.60	11.65@13.75	.....
Good	9.50@12.00	10.00@12.50	9.40@11.50	9.00@11.65	8.75@11.75
Medium	8.00@9.90	7.25@10.00	7.15@9.40	7.00@9.90	7.00@8.75
Common	6.00@8.35	5.50@7.00	4.85@7.15	4.85@7.00	4.75@7.00
Canner and cutter	4.50@6.00	4.25@5.50	3.65@4.85	3.65@4.05	3.00@4.30
Lt. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	8.50@13.00	9.00@12.25	8.60@12.75	8.50@12.65	8.25@13.00
HEIFERS:					
Good-choice (850 lbs. up)	7.00@11.25	6.00@10.25	6.85@11.35	6.65@10.75	6.25@10.75
Common-med. (all weights)	5.25@7.25	4.50@6.00	4.35@6.85	4.00@6.05	4.25@6.25
COWS:					
Good to choice	5.75@9.00	5.50@7.75	5.80@8.85	5.15@8.90	4.75@7.50
Common and med.	4.40@5.75	4.25@5.50	4.25@5.00	4.00@5.15	3.75@4.75
Canner and cutter	3.40@4.40	3.25@4.25	3.15@4.25	3.00@4.00	2.75@3.75
BULLS:					
Good-ch. beef 1,500 lbs. up	5.25@6.50	5.50@6.50	4.65@6.00	4.75@5.25	4.75@5.75
Good-ch. (1,500 lbs. down)	5.25@7.00	5.50@6.75	4.65@6.50	4.75@6.00	4.85@6.25
Can.-med. (canner and bologna)	3.75@5.25	3.25@5.25	3.15@4.05	3.25@4.75	3.35@4.85
CALVES:					
Medium to choice (milk fed exc.)	5.00@7.50	5.00@8.00	4.50@7.25	4.00@6.75	4.00@6.75
Cull-common	4.00@5.00	4.00@5.00	3.50@4.25	3.00@4.00	3.00@4.00
VEALERS:					
Medium to choice	9.00@12.50	7.50@13.00	7.00@10.00	6.00@9.50	6.75@9.50
Cull-common	5.50@9.00	4.00@7.50	4.25@7.00	4.00@6.00	4.00@6.75
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med. to choice (84 lbs. down)	14.75@16.05	14.00@16.00	14.00@15.75	13.75@15.90	13.75@15.75
Lambs, cull-com. (all weights)	11.50@14.75	10.75@14.00	11.00@14.00	10.25@13.75	9.50@13.75
Yearling wethers, medium to choice	10.25@13.75	10.00@13.00	9.75@12.25	10.25@13.00	.....
Ewes, common to choice	4.75@8.50	4.75@8.25	4.50@8.10	4.75@8.00	4.00@8.00
Ewes, cannors and cull	1.50@4.75	1.50@4.75	1.25@4.50	1.50@4.75	1.50@4.00

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**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics.)  
Omaha, Neb., Nov. 25, 1925.

**CATTLE.**—Improved tone to the market for fed steers and yearlings featured the market for the week. Demand showed expansion with a broader inquiry from order buyers. Quality showed improvement with more well-finished loads offered. Generally prices are strong to around 25c higher for the week.

Choice yearlings earned \$13.00; medium weights, \$11.25; mixed yearlings, \$11.00@11.25, and weighty steers, \$10.80.

She stock is strong to 25c higher for the week, while bulls and veals are mostly unchanged.

**HOGS.**—The decline enforced at the close of last week has been fully regained this week under moderate receipts. Shipping inquiry continued broad with the local packer demand urgent, resulting in an active trade on most sessions with good clearances made.

Compared with last Wednesday, current prices for butchers and light offerings reflect unchanged values, while packing grades are mostly 25c higher. Wednesday's bulk of 140@170 lb. weights ranged \$10.90@11.10, with good and choice 180@280 lb. lights and butchers, \$11.00@11.15; top, \$11.25; packing sows largely \$10.40@10.65.

**SHEEP.**—Moderate receipts locally, a broad packer demand coupled with some inquiry from Eastern shippers and favorable advices from Eastern trade centers were factors that brought about improvement on fat lambs. Compared with a week ago, fed woolled and native lambs show a net upturn of 25@35c, with fed clipped varieties 25c higher. Yearlings are strong, fat sheep steady.

On Wednesday's trade bulk of the fed woolled lambs cleared at \$15.50@15.75; top, \$15.75; fed clipped lambs, \$14.25; medium to good yearlings, \$11.00@11.50; aged wethers, \$8.50@9.00; fat ewes, \$6.75@8.00.

**ST. LOUIS.**

(Reported by U. S. Bureau of Agricultural Economics.)  
E. St. Louis, Ill., Nov. 25, 1925.

**CATTLE.**—Receipts for three days this week were in line with a year ago, while the advance recorded in beef steers and heifers was a duplication of conditions a year ago. Compared with close of last week, beef steers, light yearlings, heifers and bulls sold 25c higher; beef cows steady; canners, 10@15c lower; good and choice light vealers 50c higher.

Tops for week: Matured steers, \$11.50, weight, 1,268 lbs.; yearlings, \$10.50; mixed yearlings, \$9.75; heifers, \$9.50. Bulk for week: Beef steers, \$7.45@9.50; fat light yearlings and heifers, \$9.00@9.50; cows, \$4.50@5.50; canners, \$3.35@3.55.

**HOGS.**—Slackened receipts due to the approaching Thanksgiving holiday gave hog values a boost following a lower deal Monday. Compared with last week's close all classes are 25c higher, light lights and pigs earned the highest money Wednesday, bulk of the better grades of 100@150 lb. kinds selling at \$11.90@12.60,

while good and choice 160@190 lb. averages secured \$11.80@11.90.

Desirable 200@250 lb. butchers turned largely at \$11.70@11.80; packing sows centering around the \$10.25 level.

**SHEEP.**—All classes in the sheep house scored a 25@50c upturn Wednesday, this being the only change all week. Best native lambs topped at \$16.00, less desirable kinds making \$15.50. Culls were removed at \$10.50@11.00.

Better fat native ewes went to killers at \$7.50@8.00, heavy ewes down to \$6.50.

**ST. PAUL.**

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., Nov. 25, 1925.

**CATTLE.**—Reduced marketings of cattle due to the approaching Thanksgiving holiday boosted killer values all along the line, upturns at the close today amounting to 25c or more on steers and from 15@25c on she stock for the week. Western rangers tapered off sharply, the week's steer run comprising mainly shortfed natives. Best of these scored at \$9.25 and \$9.50 for medium and heavyweights, other less desirable shortfeds selling from this price downwards to \$8.00, with bulk of the steer run cashing at \$6.00@7.50.

She stock bulked at \$4.00@6.00 largely, a few specialties earning from \$6.00@7.50. Canners and cutters continue active sellers at \$3.00@3.50, strongweight cutters up to \$3.65.

Bulls are holding \$4.25@4.75 mainly, while vealers have been boosted 25c with good lights selling largely at \$9.00 at present.

**HOGS.**—The hog market has had an uneven week, showing little net change. Bulk of the good butcher and bacon hogs are selling at \$11.00@11.10, packing sows mostly \$10.00; pigs, \$11.75.

**SHEEP.**—Continuous advances have featured the fat lamb trade, bulk of the good kinds clearing today at \$15.50, with a deck or two of choice lambs \$15.75. Heavies and other less desirable kinds sold from \$12.00@14.50. Fat ewes are clearing at \$6.00@8.00.

**SIOUX CITY.**

(Special Letter to The National Provisioner.)

Sioux City, Ia., Nov. 25, 1925.

**CATTLE.**—The half week ending today has not brought anything suggestive of cattle scarcity, unless it may be in the

not better than common to medium quality of offerings, proportion of these having been very large and but few lots of decently fat cattle in the total of nearly 14,000 for the three days.

There have been few cattle here to sell as good as \$10.00, although one lot sold at \$10.50 for handy weights, bulk of steers have been of grades to sell between \$7.00 and \$9.00; top grades would make \$12.00.

Bulk of killer she stock \$4.50@6.00.

**HOGS.**—The hog market took a sudden upward spurt this morning and prices at the finish were on advances of 20@25c over the Tuesday market. Choice light sold up to \$11.15, bulk of medium and light butchers \$11.00@11.15; choice heavies around \$11.00; mixed droves, \$10.60@10.90; sows at \$10.40 for best and not showing full advance; bulk \$10.00@10.40.

Packers were good buyers of pigs at up to \$11.50 for tops. Total hogs for the half week, 29,000.

**SHEEP.**—Sheep were strong with lambs 25c higher, tops selling at \$15.75; big string at the price. Best light ewes around \$8.00.

**ST. JOSEPH.**

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Nov. 24, 1925.

**CATTLE.**—Cattle receipts around 5,500 for two days this week. Steers were in fair showing and quality ordinary.

Top steers averaging 1,309 lbs. sold at \$10.00, with bulk of sales \$7.75@9.25.

Fair to good cows, \$4.25@6.00; odd head up to \$7.00; canners and cutters, \$3.25@4.00. Western cows up to \$5.50. Heifers mostly \$5.00@7.00, short-feds in load lots \$8.00@8.35.

Bologna bulls, \$3.75@4.50; butchers up to \$5.00 or higher. Calves steady, choice veals selling at \$9.50.

**HOGS.**—Hog receipts around 10,000 for two days compared with 11,520 same days last week. Market around 25c lower than last week's close.

Today's top \$11.00 and bulk of sales \$10.85@11.00. Throwout packing sows \$9.75@10.00.

**SHEEP.**—Sheep receipts around 6,500 for the period. Lambs strong to 15c higher, natives \$14.50@15.00, fed kinds \$15.25@15.50, clips \$14.10@14.35 and feeders \$14.50@15.00.

Aged sheep steady. Fat ewes \$7.50@8.00, wethers \$9.00, and yearlings \$12.00@12.50.

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# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES**—Active. Four packers sold about 7,000 November branded bulls at 9c for northerns and 10c for southern, being half a cent decline. About 7,500 more light native cows sold at 14½c, or steady. Numerous bids noted at 14c, but thus far declined. Other quiet business reported, some believed repetition, including 10,000 more branded cows at 12¾c; 10,000 Colorados at 14c; 1,000 natives 16c, 1,000 extreme Texas at 12¾c and 2,500 butts 15c. Heavy Texas last sold at 15c; heavy cows moved quiet at 14½c for 2,500 Kosher's straight heads quoted 15c; native bulls 12c last paid. Small packer hides last sold at 14½c; buyers talking 14c market.

**COUNTRY HIDES**—Conditions are unchanged in country stock. Whenever business passes, steady levels usually prevail. Smallness of available supplies is the principal sustaining factor. All weight hides in the originating sections are quoted at 12½@12¾c. The outside price was paid for fancy descriptions. Bids range down to 12c delivered and in some quarters it is intimated occasional purchases were made on this level. Heavy steers are quiet at 12½@13c; heavy cows, 11@11½c for business; weights 50 lbs. up 11½c; buff weights 12@12½c for business and 12½c usually asked; extremes are bringing 14½c where quality is up to standard for this section. Numerous bids at 14c are registered but as far as can be learned only materials of heavy average, 50 lbs. down, has sold at that figure. Branded country hides are quoted at 10½@10¾c flat; country packers around 12@13½c for dates, descriptions and sections. Bulls have been bringing 9¼@9½c as to sections; country packers are quoted at 11@11½c; glue hides at 9@10c for weights.

**CALFSKINS**—Murmurs of business are heard in city kipskins at 18c, which represents the ideas of buyers. Confirmation cannot be obtained though, but the report receives credence in many quarters. Sellers have been endeavoring to get 19c up for kipskins of which moderate lines were held amongst city collectors. Packers ask 20½c as a rule but are prepared to consider 20c it is said for native kipskins, while tanners claim 19c would be about their idea of a nominal value. Overweights last sold at 17½c and branded at 16c. Country kips are steady in tone with some quiet business noted in nearby southern at prices around 15c; stock in this vicinity rates up to 17c. In the calfskin situation, easiness seems to be the paramount feature. Producers and collectors are forced to offer inducements to arouse interest and are meeting with little success. Local city skins are available at 20½c and bids at 20c would be entertained. Packers ask 22½@23c and would consider a slight reduction. Outside city skins are quoted at 19@20c and countries at 17@18½c; deacons, \$1.20@1.30 for country run; cities, \$1.35@1.45; slunks, \$1.00 asked.

**MISCELLANEOUS MARKETS**—Dry hides display no new features, being quoted steady at 21½@22c; horse hides are strong and higher. Average country run of stock commands \$5.00 now and best renderers are held up to \$6.00; late sales \$5.75. Packer lambs are quiet at \$2.25@2.65 for weights and descriptions; shearlings \$1.40@1.65; dry pelts 29@31c for average lots; pickled skins, \$10.75.

## New York.

**NEW YORK PACKER HIDES**—City slaughter branded stock is beginning to move out, steady levels ruling. Buyers were endeavoring to locate a soft spot because of the heavy averages, but failed to do so and a few cars of November butts moved at 14½c and Colorados sold for the first time in current production at 13½c. Native steers for November were virtually all sold at 15½c. Cows were held at 14c; spreads made 16½c; bulls 11½c.

**OUTSIDE PACKER HIDES**—A steady market is noted in small packer material, pressure to sell being absent and sellers being inclined to value their material in a firm manner. Goodly quantities of the current productions have sold already. Some of the remaining parcels are held with the idea of combining with December kill, in order to aid sales at that time. All weight eastern packer cows sold down to 13c but for the most part business basis, including steers in some instances, has been around 14c. Steers alone recently sold at 15@15½c as to productions. Some eastern packer bulls sold again at 11½c. Canadian packer bulls made 12c and native hides are quoted up to 16c for steers and 14½c for cows. Coast hides are quiet for the moment with October stock fairly well sold out at 13¼@13½c for steers and 11½@12c for cows. Some November Spokane hides made 12½c for steer and 11c for cows. Such slaughter usually sells at half a cent discount from material actually on the coast, indicating 13@11½c for November North, Central and South coast productions.

**COUNTRY HIDES**—There continues to be no salient feature in country hide trade. Operations are languid as buyers are seeking the soft spots and sellers for the most part find material so scarce as to warrant holding, at least not suggesting promiscuous selling. Prices therefore are slightly indefinite. Light hides continue the market leader and best mid-west types command 14½c; Canadian 25 @50's, 13½c flat; southern, 13½@14c flat for average and section. Penn. extremes are called top at 14½c; similar buffs range at 11@12c as to description. Western buffs 11½@12c; Canadian 50 lbs. up 11½c flat.

**CALFSKINS**—Quietness still rules in N. Y. city calfskins which were lately active at \$1.75@2.40@3.25. It is intimated some recent business just coming to light involved a car of 7@9's, the popular weight range, at \$2.35 and two other sellers moved a car each at \$2.42½. Penn city skins are offered at \$1.65@2.25@3.00 and other outside types are quoted around 5@15c discount for quality. Untrimmed domestic cities are quotable around 20c for business.

**FOREIGN WET SALTED HIDES**—Recent clearance movement was effected in frigorifico steers and cows, usually for foreign account, some of which was on the part of Russian buyers. Argentine steers ranged at 16½@17½c landed basis with the outside the latest paid level. Montevideo varieties made 18 13/16c or somewhat stronger than earlier movement. Cows were slow with 15 1/16c last paid or a trifle down, which was believed accounted for by a difference in averages. Extremes were quoted 16½@17½c asked as to weights. Unsold stocks of standard merchandise were well reduced and the undertone was considered strong. In type hides, action was slow but nothing was pressing for sale. Steers ranged

at 16@17½c for weights and sections; cows at 13¼@14c and extremes at 15½@16c asked. Campos steers, 13½c; cows, 11¼@12c; extremes, 13¼@13½c asked.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Nov. 12, 1925, with comparisons:

BUTCHER STEERS (1000-1200 lbs.)			
	Week ended Nov. 19.	Same week, 1924.	Week ended Nov. 12.
Toronto .....	\$ 8.15	\$ 8.50	\$ 7.55
Montreal (W) .....	6.75	6.50	6.75
Montreal (E) .....	6.75	6.50	6.75
Winnipeg .....	6.25	6.00	6.00
Calgary .....	6.00	4.75	5.75
Edmonton .....	6.00	4.50	5.50

VEAL CALVES.			
	Week ended Nov. 19.	Same week, 1924.	Week ended Nov. 12.
Toronto .....	\$12.00	\$11.00	\$12.00
Montreal (W) .....	11.50	10.00	11.00
Montreal (E) .....	11.50	10.00	11.00
Winnipeg .....	7.00	5.00	6.00
Calgary .....	4.25	3.50	5.00
Edmonton .....	5.75	4.00	5.50

SELECT BACON HOGS.			
	Week ended Nov. 19.	Same week, 1924.	Week ended Nov. 12.
Toronto .....	\$14.53	\$10.96	\$13.43
Montreal (W) .....	13.50	10.00	12.80
Montreal (E) .....	13.50	10.00	12.80
Winnipeg .....	12.75	8.50	11.93
Calgary .....	12.92	8.80	11.82
Edmonton .....	12.90	8.05	11.95

GOOD LAMBS.			
	Week ended Nov. 19.	Same week, 1924.	Week ended Nov. 12.
Toronto .....	\$13.75	\$12.00	\$13.25
Montreal (W) .....	12.00	11.25	12.25
Montreal (E) .....	12.00	11.25	12.25
Winnipeg .....	11.50	12.00	11.50
Calgary .....	12.00	11.50	12.00
Edmonton .....	12.00	11.50	12.00

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending November 28, 1925, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending Nov. 28, '25.	Week ending Nov. 21, '25.	Cor. week 1924.
Spread native steers .....	@17c	17 @17½c	19½@20c
Heavy native steers .....	@16c	16 @16½c	18 @18½c
Heavy Texas steers .....	@15c	@15c	16½@17c
Heavy butt branded steers .....	@15c	@15c	16½@17c
Heavy Colorado steers .....	@14c	@14c	15½@16c
Ex-Light Texas steers .....	@12½c	@12½c	13 @13½c
Branded cows .....	@12½c	@12½c	13 @13½c
Heavy native cows .....	@15c	@15c	@16c
Light native cows .....	@14½c	@14½c	@15½c
Native bulls .....	@12½c	@12½c	@13c
Branded bulls .....	@9c	@9c	@11c
Calfskins .....	22½@23c	22½@23c	24 @25c
Kips .....	@20½c	@20½c	20 @21c
Kips, over .....	@17½c	@17½c	@18c
Kips, branded .....	@16c	@16c	@16c
Slunks, regular .....	@1.00	@1.00	1.25@1.30
Slunks, hairless .....	@55c	50 @55c	50 @55c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			

## CITY AND SMALL PACKERS.

	Week ending Nov. 28, '25.	Week ending Nov. 21, '25.	Cor. week 1924.
Natives, all weights .....	@14½c	@14½c	@16c
Bulls, native .....	@12½c	@12½c	@13c
Br. str. hds. ....	@12½c	@12½c	12 @13c
Calfskins .....	@18½c	@18½c	@22½c
Kip .....	@16½c	@16½c	@18½c
Slunks, regular .....	@1.00	@1.00	1.10@1.30
Slunks, hairless .....	@40c	@40c	25 @40c

## COUNTRY HIDES.

	Week ending Nov. 28, '25.	Week ending Nov. 21, '25.	Cor. week 1924.
Heavy steers .....	@12½c	@12½c	13 @13½c
Heavy cows .....	@11½c	@11½c	12½@13½c
Butts .....	11½@12c	11½@12c	12 @13c
Extremes .....	@14c	@14c	14 @15c
Bulls .....	@9c	@9c	8½@9½c
Branded hides .....	@10c	@10c	@11c
Calfskins .....	@15c	@15c	16½@17c
Kip .....	@15c	@15c	14 @14½c
Light calf .....	\$1.00@1.10	\$1.00@1.10	\$1.25@1.30
Dracons .....	\$1.00@1.05	\$1.00@1.05	\$1.10@1.20
Slunks, regular .....	\$0.90@1.00	\$0.90@1.00	\$1.15@1.25
Slunks, hairless .....	\$0.30@0.40	\$0.30@0.40	\$0.30@0.40
Horsehides .....	\$4.50@5.00	\$4.50@5.00	\$4.75@5.50
Hogskins .....	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30

## SHEEPSKINS.

	Week ending Nov. 28, '25.	Week ending Nov. 21, '25.	Cor. week 1924.
Large packers .....	\$2.25@2.65	\$2.25@2.65	\$3.00@3.50
Small packers .....	\$2.00@2.25	\$2.00@2.25	\$2.75@3.00
Pkrs. shearings .....	\$1.40@1.65	\$1.40@1.65	\$1.25
Dry pelts .....	\$0.20@0.31	\$0.20@0.28	\$0.33@0.35



# ICE AND REFRIGERATION

## ICE NOTES.

Crystal Ice & Cold Storage Company plans to build a 35-ton addition to its plant at Ruby and Maryland avenues, Tampa, Fla.

Sweetwater Ice & Cold Storage Company plans to erect a \$100,000 addition to its plant in Sweetwater, Tex.

Piedmont Ice & Coal Company will build a new ice plant at 525 Eugene street, Greensboro, N. C., at a cost of \$50,000.

It is reported that the Citizens Ice & Cold Storage Company has let contract for the erection of five new plants at the following locations: Tangerine avenue and 23rd street and 30th avenue, north, St. Petersburg, Fla.; and Largo, Clearwater and Tarpon Springs, Fla.

Crystal Ice Company plans to build an ice plant at Mulberry and Bois d'Arc streets, Denton, Tex., with a daily capacity of 15 tons.

Forest Ice & Gin Company has been organized in Forest, Miss., and plans to erect an ice plant there.

It is reported that the Empire Ice Company, Ninth and Front streets, Columbus, Ga., will erect a \$10,000 addition to its plant.

Consumers Ice Company, Polk and Marion streets, Tampa, Fla., plans to build a 50-ton capacity plant on Bay Blvd., Tampa.

## NEW CHINESE COLD STORAGE.

A new ice making and cold storage plant has recently been completed in Chefoo, China, according to the U. S. Department of Commerce. It is owned by the Chiao Min Ice and Refrigerating Company, and has a capacity of 20 tons daily.

This plant will furnish ice to the American fleet which stays at Chefoo for the summer, and to the fish packing industry of that vicinity.

## MEAT PACKING INDUSTRY.

(Continued from page 21.)

The breaking up of our ranges and the use of our lands in other forms of agriculture raised production costs in the United States, and limited livestock production to our own needs, except that the exportation of pork product, particularly lard, has continued in fairly heavy volume and still constitutes an important factor in Chicago's trade.

During the World War Chicago and the meat packing industry generally played a tremendous part in the feeding of the American troops and the Army of the Allies abroad. The United States resumed the exportation of beef in large quantities.

### Meat in the World War.

Dependence had to be placed on the United States by the Allies for a large part of their food supplies because of the short haul from this country to England and Continental Europe—7 to 12 days

from the United States as compared to approximately three times as long from South America and four and a half times as long from Australia and New Zealand.

Beef was shipped in solid frozen form, rather than chilled, for two reasons; first, because less space is required for the storage of frozen beef on shipboard; and second, because frozen beef will keep indefinitely, which is not the case with chilled beef.

The meat packing industry was able to adapt itself to war-time needs perhaps more quickly than any other industry. If this industry had not been organized on a large scale along national and even international lines it never would have been able to answer the demands placed upon it. This spirit of cooperation achieved results which seemed almost miraculous, and yet the producing and shipping forces felt that they were only doing their part in winning the war.

An example of results achieved can be cited in the case of one company being called upon to supply 24,000,000 lbs. of meat, requiring the dressing of 13,000 cattle and 200,000 hogs, and requiring 900 refrigerator cars for transportation. Three days after the order was received shipments began, and the entire shipment was rolling seaward within a week.

### Depression After the War.

Then some considerable time after the Armistice—late in 1919—the foreign market suddenly collapsed, and a serious industrial depression in the live stock and meat packing industry occurred in 1920.

The meat packing industry, like many other industries, was caught with heavy inventories. This was inevitable, because the meat packer, particularly the large meat packer, must continuously carry heavy stocks of product, especially pork product in process of cure, preparing for market. The heavy packing season is during the winter season, and the heavy consuming season during the summer months.

This sudden collapse of the market, coming in the spring, caught the packers with their heaviest inventory of the year, and the meat packing industry suffered a heavy financial shock and loss, from which it took some time to recover, but from which it has recovered, and during the past two or three years the industry has become re-established on a firm foundation.

### A Steady-Going Industry.

The meat packing industry is a steady-going old business anyway. It keeps right on operating during bad as well as good times.

Most industries can curtail purchases of raw material, and even shut down their plants when things are going badly. Not so the packing industry. The producer must have a market for his product and the people must be fed, whether the times are good or bad. For these reasons, during times of depression the meat packer's

volume is sometimes larger than in good times.

As the center of the meat packing industry, the receipts of livestock at Chicago far outstrip those of any other city, and Chicago dresses and processes nearly 20 per cent of all of the meat prepared under Government inspection in the United States.

### Chicago as a Meat Center.

During 1924 there were about 300,000 carloads of live stock received in Chicago—more than twice as many as received at Kansas City—Chicago's nearest competitor. This means that Chicago received an average of about 1,000 cars of live stock per working day.

Since a large part of these receipts arrived on Sunday night and Monday morning, one can begin to realize the tremendous volume of business done at the Union Stock Yards every Monday. In one day last December there were over 122,000 hogs received at Chicago. This is the record to date.

If Chicago's packers for any reason stopped buying livestock for three or four days, the Stock Yards would be overrun and the stadium at Grant Park called upon for another use.

As the center of the meat packing industry, Chicago business men direct the movement and merchandising of a large part of the food supply of the nation.

The large packers have distributing houses in all important points in this country. From head-quarters in Chicago private wires extend to important plants in other mid-western cities and to important eastern branch house centers.

The routing and allocating of thousands of refrigerator cars are directed from Chicago headquarters. Market demands are studied from hour to hour, and trainloads of meat food products are sent forward to the big eastern cities every day. Single refrigerator car shipments are sent to hundreds of other towns and cities all over the country.

### Meat Supply Prospects.

As to the prospects of our future supply of meat food products, the problem is very closely connected up with our corn crop. Perhaps 70 per cent to 75 per cent of our wheat crop is marketed as wheat; only about 15 per cent of our corn crop is marketed as corn. About 85 per cent is fed to live stock.

If you want a short cut to our beef and pork supply, watch our corn crops. If we have a short crop and high-priced corn, you may expect proportionately reduced supply of beef and pork. If we have an abundant crop and moderate-priced corn, you may expect proportionately increased supply of beef and pork.

Our corn crop this year is abundant and the price of corn is reasonable. The prospect, therefore, is for an adequate supply of beef and pork.

Although the pork supply this winter will undoubtedly be smaller than it was last year, it ought to increase within a few months, because the cycles work more rapidly on pork, it being possible to produce a crop of pigs within a year, whereas it takes considerably longer to produce a supply of beef cattle.

There is no reason to question the future of the packing industry, nor the supremacy of Chicago as its center. Although livestock production has not and probably will not increase in proportion to our population, nevertheless livestock raising will continue to be the backbone of American agriculture, and the meat packing industry will continue as one of the most vital and important industries in the United States as far into the future as we can see. Chicago's supremacy in this industry is in no way threatened.

## Cold Storage Insulation

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Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12"x26"—no "green centers" possible. Write for literature and sample; also literature and sample of Novoid Cork Covering, companion of Novoid Corkboard.

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Here's a latch that stays put. As far as I know, the Jamison Self-tightening Fastener is the **only** latch which absolutely prevents a rebound, due to air compression, after the door is slammed. And it seems impossible to wear out or break down one of these fasteners. Day in and day out it performs its duty of keeping the Jamison Door shut tighter than the proverbial clam without ever being guilty of slacking up.

Here is one of the special Jamison features. An Adjustable Spring Hinge of such a weight and quality that it should last as long as a Jamison door. And that means it will have a long life under hard service, for Jamisons are the "Methusalems" of the door world. Secondly—the patented construction of this spring causes it to hold the door tight against the double seals of contact **all the time**. Jamison users have solved the problem of how to prevent losses due to heat transmission through the door contacts.

**of all Cold Storage Doors Sold ~ More than Half are Jamisons.**

The above statement refers not only to America but to every other continent. Owners of refrigerating plants on the other side of the world could find plenty of cold storage door manufacturers nearer their plants—but they prefer to buy them from Jamison.

The reason for this popularity lies in the fact that Jamison doors possess features not found in any other doors, such as:—Double seals between door and frame where other doors have but **one**. Automatic Self-tightening fastener that gets **tighter** with age. Adjustable Spring Hinges that extend over half

the width of the door. Three times the material weight found in the hinges and fasteners of other makes. All hardware **bolted** in place, not screwed.

Is it any wonder that the "big five" packers and other users of Jamison doors always specify **more** Jamison doors when additions to their plants are under construction?

**Send For Catalog**

It will help you solve some of your problems and may save you considerable money through preventing loss of refrigeration. Sent free on request.

**Jamison Doors**

Jamison Cold Storage Door Company  
Hagerstown, Maryland, U. S. A.



# Chicago Section

Henry Neuer, of the Delico Products Co., Kansas City, Mo., made a trip to Chicago this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., was in the city this week on business.

F. M. Hall, head of the car route department of the Swift Canadian plant in Edmonton, Canada, was a Chicago visitor this week.

R. H. Daigneau, manager of the provision department of Geo. A. Hormel & Co., Austin, Minn., was a Chicago visitor this week.

Isaac Powers, president, and Fred Begg, secretary of Powers-Begg & Co., Jacksonville, Ill., were in Chicago on business this week.

D. P. Cosgrove, vice-president of Sterne & Son Co., well-known Chicago brokers, returned this week from a short business trip to Ohio.

Packers' purchases of livestock at Chicago for the first three days of this week totaled 25,635 cattle, 6,668 calves, 61,828 hogs and 23,804 sheep.

Jay C. Hormel, vice-president and general manager of Geo. A. Hormel & Co., Austin, Minn., was in town this week on his way back home from an Eastern business trip.

James Rose, head of Swift & Company's wholesale market in Chicago, returned recently from an extended tour of Europe. Mr. Rose reports business conditions abroad improving, as he saw them.

R. J. McLaren, of Henschien & McLaren, packinghouse architects, went on a hunting trip to Sioux Falls, S. D., recently. To show what a good shot he was he sent a couple of pheasants back to his Chicago office where they were much enjoyed.

T. H. Ingwersen, head of the Canadian advisory department of Swift & Company,

returned to Chicago late last week from a three weeks' business trip to the Pacific Coast and Canada. He reported conditions in Western Canada decidedly improved.



WILLIAM F. PRICE

Provision shipments from Chicago for the week ending November 21, 1925, with comparisons, are reported as follows:

	Last week.	Prev. week.	Cor. week.
	1924.	1925.	1925.
Cured meats, lbs. ....	16,469,000	17,700,000	15,200,000
Fresh meats, lbs. ....	44,754,000	42,771,000	44,716,000
Lard, lbs. ....	6,903,000	6,356,000	9,068,000

Prices realized on Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, November 21, on shipments sold out, ranged from 7.00 cents to 22.00 cents per pound and averaged 12.33 cents per pound.

James Sheehan, a veteran of the early packing days, died November 24 at his home, 8111 Evans avenue, Chicago, at the

age of 79. He had lived in Chicago since he was 18. For 55 years he was in the packing business, being a pioneer at the Union Stock Yards when the late P. D. Armour, G. F. Swift, Nelson Morris and others were conducting small plants there. Before the present stock yards were established Sheehan ran a sheep killing plant on Polk street, which then was a center for the wholesale meat trade. Sheehan retired from the packing business about five years ago.

## PRICE HEADS DOLD PLANT.

William F. Price, general sales manager of the Dold Packing Co., Omaha, Neb., has been made general manager in charge of the Omaha plant and territory. This change is announced by Vice President Ralph S. Dold, who has been in charge at Omaha, and who is returning to headquarters at Buffalo, N. Y.

Mr. Price is a veteran of the packing industry, although a young man, and is recognized as one of the ablest executives in the field. He was with Morris & Company for about 25 years, and when the merger took place with the Armour interests he was sought by J. C. Dold as an addition to his executive staff.

This was about the time the Omaha plant was opened, and Mr. Price helped to organize and put this big sales territory on its feet. His services are now recognized by his promotion to the general management of the plant and territory.

"Bill" Price is noted as one of the most modest men in the business, and this is the first time his picture has ever appeared in print, so far as known. He has an army of friends in the trade, all of whom are glad to know of the deserved recognition given him.

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Tallow Grease Provisions Oils  
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ABATTOIR PACKING AND COLD STORAGE PLANTS

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## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

## Damaged Live Stock

A packer in the East writes:

"On a recent shipment of hogs from St. Louis we found 22 hogs dead on arrival. We have experienced similar trouble on other shipments and feel sure the railroad company is not properly caring for our hogs in warm weather. How may we get a check on this service?"

In the East the railroads will carry an attendant free with one or more cars of live stock, but will not give free return transportation.

This packer should request his order buyer to have an experienced livestock man accompany his next shipment to observe its handling.

This particular loss may have been due to failure to drench regularly, or to drenching after the hogs were held in a hot place. Such an inspection trip will doubtless develop the real trouble.

## STUDY LIVESTOCK ECONOMICS.

The management of the International Live Stock Exposition has gone a step farther in its work for the industry and has decided to create a "department of livestock economics." The association has secured the services of Dr. Tage U. H. Ellinger of Chicago as director of this department.

Dr. Ellinger is a graduate of the University of Copenhagen, a special student at Johns Hopkins University and the University of Illinois, and holds a doctor of science degree from Harvard University. He is the author of many scientific papers and is co-author of "Marketing Livestock and Meats," "Progressive Sheep Raising" and "Progressive Hog Raising." He has also traveled extensively in Europe and South America.

This department will have unparalleled facilities for collecting and compiling information relating to the livestock industry, and inasmuch as the International Live Stock Exposition Association is organized "not for profit" and has nothing to buy or sell, it will be in the unique position of disseminating information of an unbiased nature.

Dr. Ellinger will take up his new duties early in January.

## PACKERS TALK ON CHICAGO.

Members of the meat packing industry of Chicago took a prominent part in the noonday luncheon of the Food, Chemical and Drug Division of the Chicago Association of Commerce at the La Salle Hotel on November 20. The occasion was the closing luncheon of the week celebrating the twenty-first anniversary of the organization and was attended by a large number of members.

Thomas E. Wilson, president of Wilson & Company, presided at the meeting.

Among the speakers were Charles H. Swift, vice-president of Swift & Company, and Charles H. MacDowell, president of the Armour Fertilizer Works.

"The General Meat Situation" was the subject of Mr. Swift's talk, which appears in full in this issue of THE NATIONAL PROVISIONER.

Mr. MacDowell's subject was "The General Drug and Chemical Situation." There are, he said, eight fertilizer manufacturing plants in the Chicago district. These turn out but two and one-half per cent of the production of the country. The speaker predicted, however, that this number would increase as the need for the more liberal use of fertilizer is more generally appreciated by the farmers in the territory Chicago manufacturers serve.

The growing importance of chemistry in industry and the need for continued study and research to perfect processes and discover new truths were the points Mr. MacDowell stressed particularly. Some of the most important research work ever undertaken is being done in Chicago, the speaker said. The industries in the Chicago territory erected on chemical science were enumerated and their value to the city and industry generally was explained.

## Good Business

A Corner Conducted by John W. Hall.

## "CONDEMN NOT."

A few days ago I heard a man make a remark, or rather a series of remarks, which reminded me of a sermon I listened to long ago.

This man, ordinarily a tolerant, broad-minded and charitable fellow, was discussing another man we both knew, and he condemned this other chap in no uncertain terms. He accused him of almost every sin on the list and wound up by saying, "That bird is absolutely no good. He double crossed me years ago and I've never forgotten it nor forgiven him."

Now, regardless of the fact that it would be difficult to hold any brief for the subject of these derogatory remarks, the theme of that sermon came to my mind, and the preacher's opening words flashed before my eyes in fiery letters. They were: "Condemn not, lest ye be condemned."

And I told my friend about that sermon and the indelible impression it made on me. Being a real man, he promptly agreed with me that he'd been wrong.

For who can know what motivates you and I and the other fellow? Who among us has sufficient ego to feel that he is competent to pass final judgment on the acts or words of any other fellow mortal?

It is human to do so—it is one of our many human faults—but we know the idea is basically wrong and decidedly dangerous.

Let us be merciful in our judgments and tolerant toward the failings and frailties of our companion wayfarers—for some day each and every one of us will have to say before the final judgment seat: "Be merciful to me, a sinner." What will our answer be if the Judge asks: "And were you kind and tolerant and forgiving through all your earthly years?"

## CHICAGO LIVESTOCK.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 16.....	22,017	4,120	44,394	16,486
Tues., Nov. 17.....	11,167	2,851	32,359	10,048
Wed., Nov. 18.....	13,958	2,270	20,006	11,596
Thur., Nov. 19.....	15,081	4,005	38,173	14,277
Fri., Nov. 20.....	3,464	552	25,353	7,110
Sat., Nov. 21.....	1,001	182	4,051	1,032
Total last week.....	67,238	13,940	163,336	60,549
Previous week.....	69,573	12,526	154,349	64,388
Year ago.....	86,379	14,503	325,790	108,878
2 years ago.....	62,774	13,540	239,295	71,922

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 16.....	4,464	423	9,980	2,667
Tues., Nov. 17.....	3,700	503	6,534	2,734
Wed., Nov. 18.....	4,755	283	3,484	2,619
Thur., Nov. 19.....	4,859	341	6,082	4,084
Fri., Nov. 20.....	2,647	175	7,322	4,070
Sat., Nov. 21.....	424	...	3,502	279
Total last week.....	20,900	1,725	37,304	16,403
Previous week.....	24,140	1,606	51,082	21,896
Year ago.....	29,074	1,431	101,178	36,584
2 years ago.....	22,359	1,262	39,406	22,853

Receipts at Chicago Stock Yards thus far this year to November 21, with comparative totals:

	1925.	1924.
Cattle.....	2,722,607	2,796,895
Calves.....	777,194	700,921
Hogs.....	7,109,371	8,735,636
Sheep.....	3,611,416	3,737,064

Combined weekly hog receipts at eleven markets for week ending November 21, with comparisons:

	Week.	Year to date.
Week ending November 21....	690,000	26,610,000*
Previous week.....	587,000	.....
1924.....	1,051,000	32,955,000
1923.....	883,000	33,709,000
1922.....	798,000	25,782,000

Combined receipts at seven markets for the week ending November 21, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Nov. 21.....	248,000	540,000	170,000
Previous week.....	258,000	485,000	178,000
1924.....	291,000	558,000	224,000
1923.....	234,000	686,000	173,000
1922.....	275,000	630,000	225,000

Combined receipts at seven points for 1925 to November 21, 1925, with comparisons:

	*Cattle.	Hogs.	Sheep.
1925.....	9,930,000	22,458,000	9,411,000
1924.....	10,029,000	25,940,000	9,812,000
1923.....	10,208,000	27,626,000	9,964,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average	Number weight—	Prices—
	received	lbs.	Top Average.
*This week.....	159,600	240	\$11.90 \$11.35
Previous week.....	154,349	241	11.90 11.35
1924.....	325,790	226	9.75 8.85
1923.....	339,295	234	7.90 8.90
1922.....	214,962	231	8.20 7.70
1921.....	144,924	221	7.25 6.80
1920.....	173,776	223	11.40 10.15
Av. 1920-1924.....	219,700	227	\$ 8.80 \$ 8.10

\*Receipts and average weights for week ending November 21, 1925, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Nov. 21.....	\$10.05	\$11.35	\$ 7.80	\$15.35
Previous week.....	10.20	11.35	7.75	15.30
1924.....	9.65	8.85	7.10	14.00
1923.....	9.40	8.90	7.00	12.55
1922.....	9.45	7.70	7.25	14.35
1921.....	7.35	6.80	4.00	9.40
1920.....	11.00	10.15	4.50	10.05
Av. 1920-1924.....	\$ 9.45	\$ 8.10	\$ 6.00	\$12.15

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Nov. 21....	46,000	125,300	43,400
Previous week.....	45,438	103,267	42,492
1924.....	57,306	224,612	72,284
1923.....	40,415	199,890	49,099
1922.....	52,351	166,653	47,291

\*Saturday, Nov. 21, estimated.  
Chicago packers' hog slaughters for the week ending Nov. 21, 1925:

	Week.
Armour & Co.....	9,300
Anglo-American.....	5,700
Swift & Co.....	10,700
Hammond Co.....	5,200
Morris & Co.....	7,000
Wilson & Co.....	10,300
Boyd-Lanham.....	4,800
Western Packing Co.....	8,900
Roberts & Onke.....	4,300
Miller & Hart.....	4,600
Independent Packing Co.....	4,700
Brennan Packing Co.....	6,800
Agar Packing Co.....	2,200
Others.....	20,900

Total.....	105,200
Previous week.....	97,600
Year ago.....	203,300
1923.....	240,300
1922.....	189,400

(For Chicago livestock prices see page 40.)



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Wednesday,  
November 25, 1925.

### Green Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	@18½
10-12 lbs. avg.	@18
12-14 lbs. avg.	@17½
14-16 lbs. avg.	@17½
16-18 lbs. avg.	@17
18-20 lbs. avg.	@16½
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@18½
16-18 lbs. avg.	@18½
18-20 lbs. avg.	@18
20-22 lbs. avg.	@16
22-24 lbs. avg.	@15½
24-26 lbs. avg.	@15½
26-30 lbs. avg.	@15
<b>Picnics—</b>	
4-6 lbs. avg.	@15½
6-8 lbs. avg.	@14½
8-10 lbs. avg.	@13
10-12 lbs. avg.	@12½
12-14 lbs. avg.	@12½
<b>Bellies—(Square cut and seedless)</b>	
6-8 lbs. avg.	@23
8-10 lbs. avg.	@21
10-12 lbs. avg.	@20
12-14 lbs. avg.	@19
14-16 lbs. avg.	@18

### Pickled Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	@23½
10-12 lbs. avg.	@23½
12-14 lbs. avg.	@23½
14-16 lbs. avg.	@23½
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@23½
<b>Boiling Hams—(house run)</b>	
16-18 lbs. avg.	@21
18-20 lbs. avg.	@21
20-22 lbs. avg.	@20
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@21½
16-18 lbs. avg.	@21½
18-20 lbs. avg.	@20
20-22 lbs. avg.	@15½
22-24 lbs. avg.	@15
24-26 lbs. avg.	@14½
26-30 lbs. avg.	@14½
<b>Picnics—</b>	
4-6 lbs. avg.	@17½
6-8 lbs. avg.	@16½
8-10 lbs. avg.	@14½
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13½
<b>Bellies—(square cut and seedless)</b>	
6-8 lbs. avg.	@25
8-10 lbs. avg.	@24
10-12 lbs. avg.	@22
12-14 lbs. avg.	@21
14-16 lbs. avg.	@20

### Dry Salt Meats.

Extra short clears, 35/45.	@14½
Extra short ribs, 35/45.	@14½
Regular plates, 6-8.	@13
Clear plates, 4-7.	@13
Jowl butts.	@13½
<b>Fat Backs—</b>	
8-10 lbs. avg.	@13
10-12 lbs. avg.	@14½
12-14 lbs. avg.	@15½
14-16 lbs. avg.	@16½
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@17
20-25 lbs. avg.	@17½
<b>Clear Bellies—</b>	
14-16 lbs. avg.	@17½
16-18 lbs. avg.	@17½
18-20 lbs. avg.	@16½
20-25 lbs. avg.	@16½
30-35 lbs. avg.	@16
35-40 lbs. avg.	@15½
40-50 lbs. avg.	@15

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, NOVEMBER 21, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Nov.	15.70	15.75	15.70	15.75
Jan.	14.17½	14.20	14.02½	14.02½
May	13.97½	14.00	13.80	13.87½
<b>CLEAR BELLIES—</b>				
Nov.				16.50
<b>SHORT RIBS—</b>				
Jan.				14.40
May	14.10	14.10	14.10	14.10

MONDAY, NOVEMBER 23, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Nov.	15.55	15.55	15.40	15.40ax
Dec.	14.45	14.50	14.32½	14.42½ax
Jan.	14.05-00	14.05	13.87½	13.92½ax
Mar.	13.70	13.77½	13.72½	13.72½ax
May	13.85-75	13.85	13.65	13.75ax
<b>CLEAR BELLIES—</b>				
Nov.				16.50m
May				15.25ax
<b>SHORT RIBS—</b>				
Jan.				14.40ax
May				14.10m

TUESDAY, NOVEMBER 24, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Nov.	15.45	15.65	15.45	15.65b
Dec.	14.50	14.80	14.47½	14.75ax
Jan.	13.95	14.25	13.95	14.25ax
Mar.	13.80	14.00	13.80	14.00
May	13.72½	14.00	13.72½	14.00b
<b>CLEAR BELLIES—</b>				
Nov.				
May				
<b>SHORT RIBS—</b>				
Jan.				
May				

WEDNESDAY, NOVEMBER 25, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Nov.	15.80	15.80	15.72½	15.72½ax
Dec.	14.80	14.85	14.82½	14.82½ax
Jan.	14.30-27½	14.30	14.05	14.15
Mar.	14.05	14.05	13.87½	13.82½b
May	14.02½	14.05	13.87½	13.82½-95b
<b>CLEAR BELLIES—</b>				
Nov.				16.60
May				15.25ax
<b>SHORT RIBS—</b>				
Jan.				14.35
May				14.10m

THURSDAY, NOVEMBER 26, 1925.

Thanksgiving Day—No Markets.

FRIDAY, NOVEMBER 27, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Nov.	15.80	15.80	15.50	15.50ax
Dec.	14.70	14.70	14.45	14.45
Jan.	14.27½	14.27½	14.05	14.05ax
Mar.	14.00-05	14.05	13.87½	13.87½ax
May	14.00-05	14.05	13.87½	13.87½ax
<b>CLEAR BELLIES—</b>				
Nov.				16.00m
May				14.95ax
<b>SHORT RIBS—</b>				
Jan.				14.35m
May				14.10m

## GERMAN LIVESTOCK KILL.

At 36 points in Germany slaughtering of hogs for the first nine months of 1925 show an increase of 22 per cent over the same months of 1924, and heavier increases over the two preceding years.

Hog killings in September were heavier than for any other months in 1925 except March and April. Slaughtering of other animals also show heavy increases.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Wednesday, November 25, 1925, with comparisons, were as follows:

	Week ending Nov. 25.	Prev. week.	Cor. week. 1924.
Armour & Co.	6,307	9,314	23,736
Anglo-Amer. Prov. Co.	5,552	3,783	12,598
Swift & Co.	7,096	9,503	28,400
G. H. Hammond Co.	6,210	5,127	18,249
Morris & Co.	7,811	6,754	18,317
Wilson & Co.	8,852	10,101	25,481
Boyd-Lunham Co.	3,075	5,070	10,187
Western Pkg. & Prov. Co.	8,100	8,537	11,200
Roberts & Oake.	4,711	6,190	6,759
Miller & Hart.	1,283	4,402	7,303
Independent Packing Co.	5,184	7,284	8,371
Brennan Packing Co.	4,400	6,831	6,138
Agar Packing Co.	1,600	2,550	4,200
Total	71,481	75,446	178,945

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	35	25	15
Rib roast, light end.	45	30	20
Chuck roast.	28	20	14
Steaks, round.	50	40	20
Steaks, sirloin, first cut.	50	35	22
Steaks, porterhouse.	65	40	26
Steaks, flank.	28	25	18
Beef stew, chuck.	20	18	12½
Corned briskets, boneless.	24	22	18
Corned plates.	16	12	10
Corned rumps, boneless.	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	21
Legs	50	28
Stews	12½	10
Chops, shoulder.	24	10
Chops, rib and loin.	80	..

### Mutton.

Legs	24	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin.	80	..

### Pork.

Loin, whole, 8@10 avg.	30	@32
Loin, whole, 10@12 avg.	28	@30
Loin, whole, 12@14 avg.	25	@27
Loin, whole, 14 and over.	23	@25
Chops	23	@25
Shoulders	22	@22
Butts	22	@22
Spareribs	26	@26
Hocks	14	@14
Leaf lard, unrendered.	62	@62

### Veal.

Hindquarters	25	@25
Forequarters	15	@22
Legs	22	@25
Breasts	14	@18
Shoulders	12	@24
Cutlets	50	@50
Rib and loin chops.	40	@40

### Butchers' Offal.

Suet	6	@6
Shop fat	2	@2
Bones, per 100 lbs.	60	@60
Calf skins	18	@18
Kips	15	@15
Deacons	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F., carloads	3%	3%
Less than carloads, granulated.	4%	4
Crystals	5%	5
Kegs, 100@180 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8%
Crystal to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	9½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	5
<b>Salt—</b>		
Granulated, car lots, per ton, f.o.b. Chicago, bulk		\$ 7.40
Medium, car lots, per ton, f.o.b. Chicago, bulk		9.10
Rock, car lots, per ton, f.o.b. Chicago		7.80
<b>Sugar—</b>		
Raw sugar, 96 basis		@4.15
Second sugar, 90 basis		None available
Syrup, testing 63 to 65 combined sucrose and invert		@0.31½
Standard granulated f.o.b. refiners (2%)		@5.40
Plantation granulated f.o.b. New Orleans (less 2%)		@5.20

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.





# Retail Section

## Skill With Butcher Knife Retailer's Success Depends a Lot on Proper Meat Cutting

There is a lot of talk these days about the retail meat dealer knowing how to figure his costs, making cutting tests, etc.

The fact remains, however, that in spite of all these things he cannot be successful if he does not know how to cut his meats to the best advantage. It is this knowledge that his business is built on.

In the study of efficient methods of retailing meat, made jointly by the Bureau of Business Research of Northwestern University, Chicago, and the U. S. Department of Agriculture, the question of cutting meats was given careful study.

Roy C. Lindquist, who conducted the survey, made the following pertinent suggestions to retailers as the result of his investigations:

1. Divide the carcass to suit the demands of the trade rather than to obtain the maximum yields of various parts.
2. Cut and prepare beef forequarters before you do the hind quarters.
3. Find out the size of piece desired by the customer before cutting.
4. Remember that efficient cutters have few left-overs.
5. Carefully trim and bone the inexpensive cuts.
6. Use care in preparing hamburger and corned beef.
7. Always cut meats to insure their tenderness when cooked.

The retail meat dealer and his meat cutters will get valuable pointers from the following article, which is from "Efficient Methods of Retailing Meat," miscellaneous circular No. 54, U. S. Department of Agriculture.

### Efficient Cutting of Meat

By Roy C. Lindquist.

The cutting of meat is a skilled operation. A retail meat dealer may be ever so proficient as a salesman and business man, but he may not succeed because of the inefficient way in which the perishable product he sells is cut.

Out of the entire carcass or parts of it he is required to cut portions suitable to the trade and to price them so his costs will be compensated, an operating margin secured and profits realized.

#### Must Have Sharp Tools.

To cut meat effectively all knives, saws and cleavers must be sharp and in good condition. If tools are dull clean cuts cannot be made. If cuts are not clean meats have a ragged appearance.

Parallel cuts are necessary to prevent the accumulation of unsalable ends. Successful cutting can be largely measured by

the degree to which these parts are kept at a minimum.

The demands of the trade are the first consideration in cutting meats, but in some cases these are so unreasonable that they cannot be met. A compromise is then necessary.

To cut so as to obtain the maximum yield of choice parts is important, but it is sometimes less important than satisfying customers. To do this may reduce the margins on articles sold, but may increase demand.

Volume is necessary to profitable operation. There is evidence to support the contention that if volume can be obtained profits will result even though margins are small. This follows because with large volume operating expenses tend to be low.

#### Watch Looks of the Meat.

Efficient cutters give attention to the appearance and palatability of meat when cut. Others disregard them.

When cutting round steaks, for example, they cut at a sharp angle to the grain. More steaks are obtained, but they are tough and unpalatable when cooked. The better way is to cut round steaks at right angles to the grain. If this is done the number is reduced but the meat is more tender.

Some dealers cut beef rumps very short in order to leave more cuts for round steak. Accordingly, the rumps are small, composed of a large proportion of bone and fat, and are difficult to sell. More discerning dealers cut the rumps large enough to be valuable in themselves and thus make them easier to sell.

Meats should be cut so far as possible to the size required by customers. If this is not done odd ends and pieces accumulate which must be sold for stew, ground into hamburger or made into sausage. Upon these odds and ends margins are small.

#### Find Out How Much Customer Wants.

Efficient dealers before cutting meats are careful to find out from customers precisely what is desired. With this in mind they then cut the meat to the desired size, or, if already cut, select a suitable piece. By thus determining customers' requirements in advance, ends will tend to be reduced and pieces already cut will move more rapidly.

Slow-moving cuts require the careful attention of dealers. Those who cut such meats in advance have little difficulty in disposing of them. By doing so they make the entire carcass ready for distribution to any type of trade which may arise.

The more successful dealers as a rule attempt to sell the forequarter cuts first. They cut, trim and prepare them before touching the hind quarter. They are also careful to trim and bone them, thus improving their appearance and increasing their value in the eyes of customers. Inasmuch as these cuts contain much waste, high prices cannot be charged for them unless they are satisfactorily trimmed.

#### Moving Slow Cuts of Meat.

Among the more effective suggestions for preparing for sale the slower-moving cuts are:

1. Bone and roll necks of beef and sell fresh or corned.
2. Cut up as steaks chucks which move slowly as roasts. To eliminate long skirts on rib and round bone cuts of chuck roasts, some dealers cut out a square piece known as the English cut. This consists of the ends of four or five ribs cut from the lower corner of the chuck next to the rib roast and plate. It makes a desirable roast for slicing because of the solid meat above the ribs.
3. Prepare the big end of a large rib roast (sixth to eighth ribs) as follows: Remove blade bone, sell meat above for stew, chopped beef, etc., and bone and roll the rest.
4. Bone and roll beef plate and sell fresh or corned.
5. Cut off the lower corner of beef sirloin, making a triangular cut (called "top sirloin") suitable for roasts or small steaks.
6. Bone and roll rumps and sell as fresh roasts or corned.

#### Selling Veal Forequarters.

7. Bone and roll entire forequarter of veal, including neck, shoulder, rib, breast and shank. Some dealers also bone and roll the shoulder and veal breast—the latter frequently also being pocketed for stuffing or made into patties or croquettes.
8. Bone and roll or make into patties or croquettes the breast and shank of lamb.
9. Cut shanks and butts of smoked hams into large pieces. In this form customers are generally willing to pay a price for them which is profitable.

#### Be Careful in Trimming.

Dealers with customers who consider price very important need to be conservative about the degree to which they trim their products. Careful and adequate trimming, however, pays in the long run, notwithstanding the impression commonly held that trimming is not justified.

Consumers have little need for excessive fat and bone, but retailers, if they are careful, can dispose of them at more than sacrifice prices. Customers are coming to realize, slowly, that carcasses are not made up entirely of choice parts, and that if they insist upon receiving only such cuts they must pay high prices.

## Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name .....

Street .....

City .....

Enclosed find 5 cents in stamps.

## Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

### His Cooler "Sweats"

A retail subscriber is having trouble with his ice box sweating, and wants to know how to stop it. He writes:

Editor The National Provisioner:

The walls of my cooler sweat. The coils and tanks are in the bunker overhead. Please advise me how to remedy this difficulty.

Your difficulty is due to not securing sufficient air circulation inside your cooler. All coolers depend upon the air absorbing the moisture continually entering the cooler when the door is opened and that thrown off by the meats stored in the cooler.

The lack of circulation in your cooler may be due to one or more conditions.

The air passageways into and out of your bunker loft may be too small. The width of the warm air duct or passageway should be one inch wide for every foot of cooler width, while the width of the cold air duct should be one and one-half inches for every foot of cooler width.

You may have your meats stored or hung in such a manner that they obstruct the flow of air.

You may have too great an accumulation of ice on your cooling coils and brine tank.

Your bunker may not have sufficient pitch or fall. Your bunker pan should slope  $\frac{3}{4}$ " per foot width.

### LOCAL AND PERSONAL.

A new meat market has been opened in Quincy, Ill., by C. E. Scharfenberg. This is the ninth of a chain operated by him in that part of the country.

A new meat market and grocery has been incorporated in Bismark, S. D., with a capital stock of \$25,000 by Roy P., Fern R. and Irma E. Logan.

Ray Rudd has opened a new grocery and meat market at 503 North Emmerson avenue, Indianapolis, Ind.

Two new meat markets have been opened in Indianapolis, Ind., by Lee Geisendorf at the following locations: Howard and Knappes streets, and 2237 W. Morris street.

A new meat market has been opened at 4913 College avenue, Indianapolis, Ind., by J. H. Funk.

A new meat market has been opened at Thirteenth street and Cornell avenue, Indianapolis, Ind., by M. Van Every.

John McHugh has sold his meat market at Everett and Fourth streets, Fond du Lac, Wis., to Sebastian Moersch.

Frank Woodard has sold his City Meat Market in Frederick, Colo., to Magnie Brothers.

The Wilmette Grocery and Meat Market, Wilmette, Ill., has been sold to Harry and Louis Redke.

I. R. Schlegel has sold his meat market in Cadillac, Mich., to Charles H. Nixon.

The meat market of Louis M. Lamb-right in Sturgis, Mich., has been sold to Clarence and Theron Damer.

George Maurer has sold his meat market in Dennison, Ohio, to Nick Ravine and John Cronizer.

Fintel's Meat Market in Frankfort, Ky., was recently damaged by fire with a loss of around \$1,500.

A new meat market, known as the Sanitary Meat Market, has been opened in Kingston, N. Y., by Chris J. Perry and George Schmid.

A meat department has been opened in the Risberg and Thorelius store in Iron Mountain, Mich.

The Shoemaker & Lasher Meat Market, 21 S. Main street, Gloversville, N. Y., has been sold to A. M. Putman & Sons.

Thomas Muir has sold his meat market in Spring Valley, Ill., to Frank Blatnick.

W. D. and W. F. Mitchell have sold their Sanger Meat Market in Sanger, Calif., to August Christiansen and J. J. and Ed. Briscoe.

H. Stein has engaged in the meat business at 1417 Divisadero, San Francisco, Cal.

Bowcock & Son have opened the Stadium Meat Market at 1913 Irving, San Francisco, Cal.

Max Fillebeck and Nick Bahr have opened a butcher shop in Beemer, Neb.

A. N. Sherbert has purchased the interest of his partner, W. E. Burns, in the meat firm of Burns & Sherbert, Benkelman, Nebr.

Louis Kearns has purchased the A. D. Morse meat market in Frankfort, Kas.

Brungardt & Heighly have opened a meat market in Grainfield, Kas.

B. S. Kuhn has engaged in the meat business at Winona, Kas.

Harry Oster has purchased the Lind Meat Market, Lind, Wash., from Albert and Harry Tatman.

W. E. Carter has purchased the meat market of C. L. V. Shupe, Lacona, Ia.

Fred Crosser has purchased the Sanitary Grocery & Meat Market, Salix, Ia.

Fred Amacher has purchased the

## Butchers:

Are Your and Your Working Men's Fingers Worth \$12.50?



This GUNDLACH MEAT CHOPPER GUARD makes it absolutely impossible for your fingers to get caught. Made to fit any chopper. Price \$12.50. Order today! Don't wait till tomorrow!

### Gundlach Meat Chopper Guard

110 Hudson St. New York  
Salesmen, jobbers and agents wanted in all parts of the U. S. A.

Gischel Market at 517 W. Lombard street, Portland, Ore.

Edwin Jackson has purchased a half interest in the New Tacoma Meat Shop, 1102 Commerce street, Tacoma, Wash., from Chas. Easton.

### Versatility with a

## Sander Compound Meat Chopper

You have a choice of fifty different cuts with combinations of two, three and four bladed knives and plate holes from  $\frac{7}{64}$ " as large as 2".

You may use the Sander with one knife and plate or the famous Compound Cut which consists of three cuts through two plates, all in one operation.

—and don't forget we make Fat Hashers and Head Cheese Cutters, either belt or motor drive.

**SANDER MFG. CO.,**

298 Eighth Avenue, Newark, N. J.

## Coats and Aprons of the Better Kind Service as it Should Be

**Masters Butchers' Laundry Association, Inc.**

*An Organization of Butchers, by Butchers, for Butchers*

Butchers' Building, 631-641 Atlantic Ave.

BROOKLYN, N. Y.

Nevins 6157-6563



# New York Section

Harry Robsin of J. Robsin & Company, Chicago, was in New York during the week.

V. H. Munnecke, vice-president, and Philip Reed, treasurer, Armour and Company, Chicago, were in New York this week.

Messrs. Brown and Buist, branch house managers, Cudahy Packing Company at Jacksonville and Tampa, Florida, have been visitors to the city this week.

Fred C. Schenk, one of the famous seven Schenk Brothers and president of the Columbus Packing Company, Columbus, Ohio, visited the Produce Exchange this week.

Louis Saul, owner of a butcher shop in the Bronx, was beaten, bound and gagged by a thief, who robbed him of \$1,400. He said his assailant locked him in an icebox after threatening to kill him.

D. Feldenheimer, of W. B. Cassell & Co., New York, was confined to his home for several days this week through illness. It is unusual for Dave to be off the job, and his friends hope for his speedy recovery.

Among the visitors to Allied Packers' New York offices the latter part of last week were Albert Schenk, Wheeling, W. Va.; Robert Shiell, Detroit, Mich.; Fred Arthur, Buffalo; F. R. Morton, Chicago, and T. F. Mathews, Toronto.

A fine "sparkler" is noted on the third finger of the left hand of Miss M. Leonard, secretary to W. A. Lynde, district manager for Wilson & Company in New York. The fortunate man is J. E. Farrell, who was also in the Wilson organization at one time.

A meeting of the superintendents and beef managers of Armour and Company was held at the company's office, 120 Broadway, on last Saturday. Some of those present at the meeting were T. A. Connors, superintendent of the Philadelphia district, E. B. Noyes, F. A. Benson, T. G. Lee, R. W. Miller and A. L. Capps, the latter of Chicago.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending November 21, 1925: Meat.—Manhattan, 880 lbs.; Brooklyn, 53 lbs.; Bronx, 26 lbs.; Richmond, 15 lbs.; Total, 974 lbs. Fish.—Manhattan, 7 lbs.; Brooklyn, 13 lbs.; Total, 20 lbs.

Reports from Florida are that a couple of Palm Beach banks have elected H. C. Woodruff, former vice-president of The Brecht Company, as a director, and one of them has made him treasurer. "However," writes Harry, "I don't allow that to interfere with my principal business, which is fishing and golfing!" Hauling in sailfish and tarpon puts Harry's wrist in good trim for signing checks.

## Among the Master Butchers

Two important matters were discussed at the meeting of Ye Olde New York Branch, New York State Association, National Retail Meat Dealers, at their meeting on Tuesday evening of last week. One was the report showing the number of hogs packed in Chicago and Kansas City, with their average live weight, average weight of lard and average cost in 1895 compared with current reports. The figures were supplied by B. F. McCarthy, local representative, U. S. Department of Agriculture, Bureau of Agricultural Economics, and created much interest among the members. The other subject was the fat situation. Mr. Leo Weiss, who spoke on the subject, endeavored to clear up the situation with reference to the present condition of the fat business. He gave a real heart-to-heart talk, and among other things said that the fat collectors and renderers are endeavoring to get the business on a legitimate basis, eliminating some of the customs that are detrimental to the retail meat dealers. An interesting talk by a refrigerating engineer was given. The turkey situation was discussed, but the general opinion was that it was too early to forecast. However, the members were advised not to stock up on high-priced turkeys.

The turning over of a check for \$725, the proceeds from the bazaar which was held for the crippled children, was the principal order of business at the meeting of the Ladies' Auxiliary of the New York State Association, National Retail Meat Dealers, on Wednesday afternoon of last week. During the course of the meeting it was learned that Mrs. George Kramer, past president, was ill and instructions were given that flowers be sent.

In order that Ye Olde New York Branch, New York State Association, National Retail Meat Dealers, may have two meetings during the month of December, at the same time not interfering with the holiday trade, the meeting falling on December first has been postponed to the 8th. The second meeting of the month will occur on December 29th, instead of the 22nd, the week of Christmas.

The annual meeting, to which all members are invited, of the Plate Glass and Fire Funds of some of the branches of the New York State Association, National Retail Meat Dealers, will be held on Monday, November 30th. In addition to the regular order of business, election of officers will take place.

The Butchers Mutual Casualty Company will hold a compensation insurance meeting on Monday, November 30th, in room 818, 250 West 57th street, New York City.

Joseph Eschelbacher, president Washington Heights Branch, New York State Association, National Retail Meat Dealers, has opened a new store at 2897 8th avenue, New York City.

The Master Butchers' Laundry Association, Inc., have added the fifth truck to their delivery service. This tells the story of progress.

The next meeting of the Bronx Branch, New York State Association, National Retail Meat Dealers, will be held on December 2nd, at which time a doctor will be present for the purpose of examining and issuing health certificates to members and their employees. A small fee of fifty cents will be charged.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Wednesday, November 25, 1925, as follows:

Fresh Beef—		CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. wt., 700 lbs. up):					
Choice	.....	\$19.00@21.00	\$17.09@18.00	\$18.00@20.00	.....
Good	.....	15.00@19.00	14.00@17.00	15.00@18.00	.....
STEERS (Lt. and med. wt., 700 lbs. down):					
Choice	.....	19.00@21.00	.....	18.00@20.00	18.00@20.50
Good	.....	15.00@19.00	.....	14.00@18.00	14.00@18.00
STEERS (All weights):					
Medium	.....	12.00@14.00	11.00@14.00	11.50@15.00	11.00@14.00
Common	.....	10.00@12.00	.....	10.00@11.50	.....
COWS:					
Good	.....	11.00@13.00	11.00@12.00	10.00@12.50	11.00@12.00
Medium	.....	9.50@10.50	9.50@11.00	9.00@10.00	10.00@11.00
Common	.....	8.00@9.50	8.50@9.50	7.50@9.00	8.00@9.50
Fresh Veal (1):					
VEALERS:					
Choice	.....	18.00@19.00	.....	19.00@22.00	19.00@20.00
Good	.....	16.00@18.00	.....	18.00@19.00	17.00@18.00
Medium	.....	14.00@16.00	13.00@15.00	13.00@16.00	14.00@16.00
Common	.....	11.00@14.00	10.00@13.00	11.00@13.00	.....
CALF CARCASSES (2):					
Choice	.....	.....	13.00@15.00	13.00@14.50	14.00@15.00
Good	.....	12.00@14.00	11.00@13.00	11.50@13.00	13.00@14.00
Medium	.....	10.00@12.00	9.00@11.00	10.50@11.50	12.00@13.00
Common	.....	9.00@10.00	8.00@9.00	9.50@10.50	11.00@12.00
Fresh Lamb and Mutton:					
LAMB (Lt. and hvy. wt., 30-42 lbs.):					
Choice	.....	28.00@30.00	28.00@29.00	28.00@30.00	29.00@31.00
Good	.....	26.00@28.00	26.00@28.00	27.00@28.00	27.00@29.00
LAMB (Med. and hvy. wt., 42-55 lbs.):					
Choice	.....	.....	25.00@26.00	26.00@28.00	26.00@28.00
Good	.....	.....	24.00@25.00	24.00@26.00	23.00@26.00
LAMB (All weights):					
Medium	.....	24.00@26.00	24.00@26.00	23.00@25.00	24.00@27.00
Common	.....	20.00@23.00	23.00@24.00	21.00@23.00	20.00@23.00
MUTTON (Ewes):					
Good	.....	14.00@16.00	15.00@17.00	16.00@17.50	15.00@17.00
Medium	.....	12.00@14.00	13.00@15.00	15.00@16.00	14.00@15.00
Common	.....	10.00@12.00	10.00@13.00	11.00@15.00	12.00@13.00
Fresh Pork Cuts:					
LOINS:					
8-10 lb. sv.	.....	23.50@24.50	26.00@28.00	25.00@27.50	24.00@26.00
10-12 lb. sv.	.....	22.50@23.50	26.00@28.00	24.00@26.00	24.00@26.00
12-15 lb. sv.	.....	22.00@23.00	25.00@27.00	23.00@25.00	23.00@24.00
15-18 lb. sv.	.....	19.00@20.00	24.00@25.00	22.00@24.00	22.00@23.00
18-22 lb. sv.	.....	18.00@19.00	22.00@24.00	21.00@23.00	21.00@22.00
SHOULDER: N. Y. style: Skinned.	.....	17.00@18.00	.....	17.00@19.00	16.00@19.00
PICNICS:					
4-8 lb. sv.	.....	15.00@16.50	16.00@18.00	.....	17.50@19.00
6-8 lb. sv.	.....	.....	15.50@17.50	15.00@17.00	17.00@17.50
BUTTS: Boston Style.	.....	21.00@23.00	.....	21.00@23.00	21.00@23.00
SPARE RIBS: Half Sheets.	.....	17.00@19.00	.....	.....	.....
TRIMMINGS:					
Regular	.....	13.00@14.00	.....	.....	.....
Lean	.....	16.00@17.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

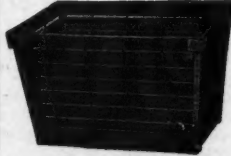
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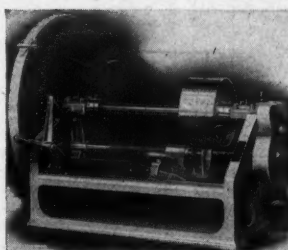


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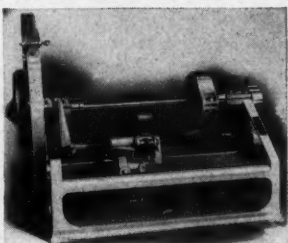
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## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	8.00@10.00
Cows, canners and cutters	1.75@ 3.00
Bulls, bologna	4.50@ 5.50

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.	@16.00
Calves, veal, fair to good	15.00@15.75
Calves, veal, culls, per 100 lbs.	8.00@10.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, per 100 lbs.	@16.50
Lambs, fair to good, per 100 lbs.	15.00@16.25
Sheep	2.50@ 7.50

## LIVE HOGS.

Hogs, heavy	@12.25
Hogs, medium	12.25@12.35
Hogs, 160 lbs.	12.25@12.35
Hogs, 140 lbs.	@12.50
Pigs, under 80 pounds	@12.50
Roughs	9.75@10.00

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	21 @23
Choice, native, light	22 @24
Native, common to fair	16 @20

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @20
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	15 @17
Texas steers, 400@600 lbs.	11 @13
Good to choice heifers	18 @20
Good to choice cows	11 @12
Common to fair cows	8 @10
Fresh bologna bulls	8 @ 9

## BEEF CUTS.

	Western.	City.
No. 1 ribs	28 @30	30 @34
No. 2 ribs	22 @24	25 @29
No. 3 ribs	14 @14	18 @24
No. 1 loins	35 @35	38 @44
No. 2 loins	28 @28	33 @37
No. 3 loins	13 @13	28 @32
No. 1 hinds and ribs	25 @27	23 @28
No. 2 hinds and ribs	19 @20	18 @22
No. 3 hinds and ribs	14 @17	13 @17
No. 1 rounds	14 @16	16 @17
No. 2 rounds	14 @14	14 @15
No. 3 rounds	11 @11	13 @13
No. 1 chucks	16 @18	16 @18
No. 2 chucks	12 @12	14 @15
No. 3 chucks	9 @10	12 @13
Bolognas	6 @ 6	10 @10 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

## DRESSED CALVES.

Prime	23 @24
Choice	20 @20
Good	16 @19
Medium	14 @15

## DRESSED HOGS.

Hogs, heavy	@19
Hogs, 180 lbs.	@19 1/2
Hogs, 160 lbs.	@19 1/2
Pigs, 80 lbs.	@20 1/2
Pigs, under 140 lbs.	@19 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	20 @30
Lambs, poor grade	24 @26
Sheep, choice	15 @20
Sheep, medium to good	14 @16
Sheep, culls	13 @18

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @27 1/2
Hams, 10@12 lbs. avg.	20 @27
Hams, 12@14 lbs. avg.	25 @26
Picnics, 4@6 lbs. avg.	22 1/2 @23
Picnics, 6@8 lbs. avg.	19 1/2 @21
Rollettes, 6@8 lbs. avg.	20 @21
Beef tongue, light	26 @28
Beef tongue, heavy	30 @32
Bacon, boneless, Western	24 @35
Bacon, boneless, city	29 @30
Pickled bellies, 10@12 lbs. avg.	24 @25

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	25 @26
Pork tenderloins, fresh	40 @45
Pork tenderloins, frozen	30 @35
Shoulders, city, 10@12 lbs. avg.	18 @19
Shoulders, Western, 10@12 lbs. avg.	18 @19
Butts, boneless, Western	26 @27
Butts, regular, Western	23 @24
Hams, city, fresh, 8@10 lbs. avg.	25 @26
Hams, Western, fresh, 10@12 lbs. avg.	24 @25
Picnic hams, Western, fresh, 6@8 lbs. avg.	17 @18
Pork trimmings, extra lean	20 @22
Pork trimmings, regular 50% lean	17 @18
Spare ribs, fresh	20 @21
Leaf lard, raw	17 @18

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 55.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@80c a pound
Fresh steer tongues, L. C. trim'd	@40c a pound
Sweetbreads, beef	@65 a pound
Sweetbreads, veal	1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@ 8c each
Livers, beef	@23c a pound
Oxtails	@17c a pound
Hearts, beef	@10c a pound
Beef hanging tenders	@20c a pound
Lamb fries	@10c a pair

## BUTCHERS' FAT.

Shop fat	@ 3 1/2
Breast fat	@ 5
Edible suet	@ 7
Cmd. suet	@ 6
Bones	@20

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	33 @36	
Pepper, Sing., black	25 @28	
Pepper, Cayenne	12 @19	
Pepper, red	22 @22	
Allspice	12 1/2 @15 1/2	
Cinnamon	13 @16	
Coriander	4 @ 9	
Cloves	28 @33	
Ginger	21 @24	
Mace	1.12 @1.25	

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	22	2.45	2.50	2.70	3.40
Prime No. 2 Veals	20	2.25	2.25	2.45	3.15
Buttermilk No. 1	19	2.10	2.15	2.35	...
Buttermilk No. 2	17	1.90	1.90	2.10	...
Branded Gruby	14	1.50	1.50	1.70	1.95
Number 3	...	...	...	...	...

## CURING MATERIALS.

	Bbls.	per lb.
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6 1/2 c	6 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined nitrate soda, granulated	4 1/2 c	4 c
In 25 barrel lots:		
Double refined saltpetre, granulated	6 1/2 c	6 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined nitrate soda, granulated	4 c	3 1/2 c
Carload lots:		
Double refined saltpetre, granulated	6 1/2 c	6 c
Double refined nitrate soda, granulated	3 1/2 c	3 1/2 c

## DRESSED POULTRY.

## FRESH KILLED.

Chickens—fresh—dry packed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	30 @32	
Western, 55 to 60 lbs. to dozen, lb.	29 @30	
Western, 45 to 47 lbs. to dozen, lb.	26 @28	
Western, 36 to 42 lbs. to dozen, lb.	26 @27	
Western, 31 to 35 lbs. to dozen, lb.	26 @27	
Western, 25 to 30 lbs. to dozen, lb.	26 @28	
Western, 21 to 24 lbs. to dozen, lb.	28 @30	
Western, 17 to 20 lbs. to dozen, lb.	30 @33	
Chickens—fresh—dry packed, milk fed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	33 @36	
Western, 55 to 60 lbs. to dozen, lb.	32 @35	

Western, 45 to 47 lbs. to dozen, lb.	30 @32
Western, 36 to 42 lbs. to dozen, lb.	29 @31
Western, 31 to 35 lbs. to dozen, lb.	29 @31
Western, 25 to 30 lbs. to dozen, lb.	30 @34
Western, 21 to 24 lbs. to dozen, lb.	33 @37
Western, 17 to 20 lbs. to dozen, lb.	35 @40

## Fowls—fresh—dry packed—barrels—fair to good:

Western, 6 lbs. and over, lb.	25 @27
Western, 5 to 5 1/2 lbs., lb.	25 @27
Western, 4 to 4 1/2 lbs., lb.	23 @25
Western, 3 1/2 lbs., lb.	20 @21
Western, 3 lbs. each and under lb.	16 @18

## Ducks—

Long Island, bbls., No. 1, lb.	@80
--------------------------------	-----

## Squabs—

White, 12 lbs. to dozen, per dozen	9.50@10.00
White, 10 lbs. to dozen, per dozen	8.00@ 8.50
Culls, per dozen	2.00@3.00

## LIVE POULTRY.

Chickens, colored, via express	31 @33
Turkeys, via freight	@45
Geese, awan, via freight or express	@12
Pigeons, per pair, via freight or express	@45
Guineas, per pair, via freight or express	@75

## BUTTER.

Creamery, extras (92 score)	@51 1/2
Creamery, firsts (90 to 91 score)	48 1/2 @51
Creamery, seconds	44 1/2 @45 1/2
Creamery, lower grades	43 @44

## EGGS.

Extras, per dozen	.67 @70
Extra firsts	.63 @66
Firsts	.57 @62
Checks	.33 @37

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	@2.80
Ammonium sulphate, double bags, per 100 lbs., f.o.b. New York	@2.85
Blood, dried 15-16%, per unit	@4.00
Fish scrap, dried, 11% ammonia, 15% B. F. L., bulk, f.o.b. fish factory	4.20@ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. F. L.	4.50@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.80@ 50c
Soda Nitrate, in bags, 100 lbs. spot	@2.50
Soda Nitrate, in bags, December	@2.63
Tankage, ground, 10% ammonia, 15% B. F. L., bulk	4.25@ 10c
Tankage, unground, 9@10% ammonia	3.65@10c

## Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@35.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16%	@10.10

## Potash.

Kalnit, 12.4% bulk, per ton	@ 8.00
Mannure salt, 20% bulk, per ton	11.00
Muriate in bags, basis 80%, per ton	@33.00
Sulphate in bags, basis 90%, per ton	@43.50

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Nov. 19, 1925:

	13	14	16	17	18	19
Chicago	49 1/2	49 1/2	50 1/2	50 1/2	50 1/2	50 1/2
New York	50 1/2	51	52	53	52	52
Boston	50	50 1/2	51	51 1/2	51	51
Philadelphia	51 1/2	52	53	54	53	53

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

45 45 1/2 45 1/2 45 1/2 45 1/2

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1—1925	1924
Chicago	28,640	28,993	22,379	3,125,594	3,194,816
New York	42,511	84,945	86,232	3,029,857	3,186,634
Boston	11,963	7,888	7,120	1,101,601	1,194,262
Philadelphia	10,975	11,005	13,351	862,696	941,288
Total	94,389	82,591	70,882	8,119,778	8,468,940

## Cold storage movement (lbs.):

	In Nov. 19.	Out Nov. 19.	On hand Nov. 20.	Same week last year.
Chicago	10,460	327,360	17,737,460	19,553,370
New York	113,232	181,258	9,079,114	19,889,159
Boston	48,230	106,407	10,228,001	16,808,547
Philadelphia	4,740	105,331	2,280,292	5,779,309
Total	176,662	720,356	40,224,867	61,490,585

